Malware bytes

Why partner with Malwarebytes?



When you team up with Malwarebytes, you are not only improving your business—you are improving your customers' businesses by protecting them from malware. By reselling our powerful solutions, you can combat the world's most harmful threats and solve your customers' unique security challenges.

Malwarebytes partners are doing their part in the fight against cybercrime. Here's how our partner program can help you.



Innovative technology

Malwarebytes solutions are the gold standard in nextgeneration cybersecurity. In fact, Malwarebytes was listed in Gartner's 2018 Magic Quadrant for Endpoint Protection Platforms report and profiled in Frost & Sullivan's War on Ransomware report.

INCIDENT RESPONSE

Malwarebytes Incident Response is a threat detection and remediation tool built on a highly scalable, cloud-based management platform. It scans networked endpoints for advanced threats including malware, PUPs, and adware and thoroughly removes them. Malwarebytes Incident Response improves your threat detection and the time it takes to respond to an attack with the added benefits of scalability, flexibility, and automation.

PREVENTION

Businesses, educational institutions, and government agencies alike benefit from advanced, layered prevention technologies in Malwarebytes Endpoint Security—including anti-ransomware, malicious website blocking, anti-exploit, and real-time malware protection. This presents an opportunity for partners to upsell and fortify customers' defenses.



Profitable growth

Drive your business' success with competitive pricing and margins.

PARTNER BENEFITS

Malwarebytes partners enjoy deal registration discounts (with 10 seat minimum), protected margins on deal registration, lead sharing, NFR licenses, and access to market development funds (MDF).



Channel first

Malwarebytes is committed to your success and has significantly invested in the channel with offerings that include sales and technical training, tools, and certifications.

PARTNER PORTAL

Our partner portal app is an easy way to access sales and marketing resources, register deals, and provide your customers with free trials.

SALES AND TECHNICAL TRAINING

Whether on-demand or onsite, Malwarebytes has the training curriculum to provide you the necessary skill set to sell and support Malwarebytes solutions.

MARKETING RESOURCES

Malwarebytes will support your marketing initiatives and provide branded marketing and sales materials that can help you win deals.

Partner program structure

Our partner program is a four-tiered system with increasing benefits. Membership in each level of the partner program allows access to program resources and benefits specifically designed for that membership tier.

EMERGING

Our entry-level membership in the partner program. Emerging partners have access to a range of online tools and resources through our partner portal.

SILVER

Silver partners have access to those partner portal resources, NFR licenses and are eligible for increased margin for deal registrations.

GOLD

Partners who have met our technical and sales requirements. This includes annual revenue objectives and a higher level of expertise in working with Malwarebytes solutions. Gold partner benefits include access to sales leads, access to the partner portal, deal registration discounts, and eligibility to obtain demo and internal-use copies of our software.

PLATINUM

The highest partner accreditation available. Our platinum partners commit to higher revenue objectives and have a history of selling Malwarebytes solutions. In addition to the benefits listed above, Platinum partner benefits include dedicated account management, eligibility to request market development funds (MDF), onsite sales training, joint business planning, and quarterly business reviews.

READY TO GET STARTED?

There's never been a better time to become a Malwarebytes partner.

For more information, go to malwarebytes.com/partners.

INDUSTRY RECOGNITION



Malwarebytes recognized as a Visionary in Gartner's January 2018 Magic Quadrant for Endpoint Protection Platforms*



2018 Cyber Security Vendor Achievement of the Year



2018 CRN Security 100



Deloitte Technology Fast 500

*The Gartner document is available upon request from Malwarebytes

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malwarebytes.com/business



corporate-sales@malwarebytes.com



1.800.520.2796

Malwarebytes proactively protects people and businesses against dangerous threats such as malware, ransomware and exploits that escape detection by traditional antivirus solutions. Malwarebytes completely replaces antivirus with artificial intelligence-powered technology that stops cyberattacks before they can compromise home computers and business endpoints. Learn more at www.malwarebytes.com.