

NEW PARTNER PROGRAM

Unlock the Power of Partnership through our Streamlined New Partner Program

We're not your
typical VAR

Our unique culture, expertise and business model help us to stand out from your typical cybersecurity product and services provider. And with our new partner program, you will be able to build a solid go-to market strategy with our team to grow your business.

GuidePoint Security's New Partner Program is an exclusive one-year program designed to facilitate successful partnerships and help new partners navigate our organization.

What You'll Gain:



Knowledge and Training

Equip yourself with the expertise to effectively collaborate with Guidepoint's Vendor Relations Management (VRM), Regional Sales, and Marketing Teams



Key Relationships

Cultivate vital connections both at the field level and within our VRM team.



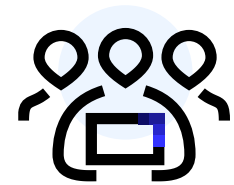
Joint GTM Strategy:

Lay the foundation for a robust joint Go-To-Market (GTM) strategy for ongoing success



Formal Transition

Seamlessly transition to the next phase of collaboration within the VRM team.



Put a Highly-Trained, **ELITE** Team on Your Side

Our highly-certified, operational cybersecurity experts are ready to support your customers.

- More than **70%** of our workforce consists of tenured cybersecurity engineers, architects and consultants
- Many have managed security within the DoD and U.S. intelligence agencies and **Fortune 500 companies**

Hundreds of Industry and Product Certifications



Benefits:



Official Partnership Announcement

An introduction showcasing your brand, offerings, and collaborative opportunities through a detailed questionnaire and video.



Dedicated Support

Receive a designated resource from GuidePoint's VRM team to shape your first-year GTM strategy and bridge gaps across all regions.



New Partner Launch

Kickstart your partnership with a comprehensive session to align expectations, explore best practices, and set high-level goals for the inaugural year.



Quarterly Check-ins

Regular assessments of key metrics, identification of pivotal initiatives, and progress tracking to ensure goal achievement.



Access to Key Contacts & Marketing Resources

Unlock an invaluable network and resources through GuidePoint's key contacts list and marketing channels.



How to Qualify

1. Schedule a GuidePoint Security New Vendor Onboarding Call
2. Meet onboarding requirements and establish traction at the field level
3. Finalize reseller Agreement
4. Receive Invitation: Once prerequisites are met, gain access to the esteemed New Partner Program.

What's Ahead:

Our VRM team is committed to providing our Partners an exceptional experience and vendor journey. We eagerly anticipate embarking on this journey with you to build enduring, mutually beneficial, and successful partnerships!

About Us

GuidePoint Security provides trusted cybersecurity expertise, solutions and services to help organizations make better decisions that minimize risk. GuidePoint's unmatched expertise has enabled a third of Fortune 500 companies and more than half of the U.S. government cabinet level agencies to improve their security posture and reduce risk.