



PARTNER SELECT PROGRAM

WHO WE ARE

Trusted Knight protects digital business for financial institutions around the world. Through a patented, cloud-based architecture, Trusted Knight offers the only unified solution that eliminates both malware and fraud, protecting both the transacting customer and the property they are accessing in every digital interaction. With deep roots in the National Security Agency, military intelligence and financial services, Trusted Knight is the premier security firm protecting organizations from the evolving and sophisticated attacks performed by internet criminals.

THE PROGRAM

Together we will develop a customised go-to-market strategy to deliver consistent revenue growth and customer satisfaction from all of our partners. With simplicity and ease of use top of mind in everything we do, we have created the Partner Select Program with the following principles in mind.

PARTNER REQUIREMENTS



Demonstrate added value to customers and prospects



Invest in Trusted Knight skills development by building and maintaining a thorough understanding of product features, customer benefits and marketing programs

PARTNER ENABLEMENT TOOLS



SALES ENABLEMENT

- Dedicated account manager
- Deal registration
- Sales tools and support
- Technical resources for selling
- Business planning and quarterly reviews



TRAINING

- Product sales training
- Technical tools for product expertise
- On-site training
- Partner certification



MARKET ENABLEMENT

- Lead generation campaigns
- Event co-sponsorship
- Branded assets
- Quarterly MDF incentives

THE TRUSTED KNIGHT PRODUCT SUITE

PROTECTOR **AIR**

Comprehensive cloud-based protection for the full transaction stack, including anti-malware and anti-fraud protection. We do this with zero impact, minimal effort / integration, reducing the attack surface and providing for a better user experience.

PROTECTOR **ENTERPRISE**

For employees and contractors who need full desktop protection from keylogging and form-tampering crimeware. Includes an executable or msi that the customer can deploy to their users. It can also be used for external users to provide wider protection.

PROTECTOR **WEB**

Designed to protect external users (customers, business partners, etc.) while accessing a customer's web site. Includes a custom-branded executable that the organization can offer to these users for download.

CLOUD-DMZ

Full 24x7 protection for websites, including web security and DDoS mitigation. Cloud-DMZ is continually monitoring the website for new content and all web traffic from users flows through the service.

To become a Trusted Knight partner please contact us at partnerselect@trustedknight.com

www.trustedknight.com