Sophos Cloud Security Provider Program

Program Overview

The Sophos Cloud Security Provider (CSP) Partner program benefits Sophos Resellers and Managed Service Providers (MSP), that are specialized in cloud security. Supporting them to sell, architect, deploy, and manage the Sophos cloud security solutions listed below across public and private, hybrid cloud environments.

CONNECT SECURELY	PROTECT WORKLOADS	SECURE THE NETWORK	INTEGRATE WITH DEVOPS
Protect credentials and securely access services	Detect, query and secure hybrid cloud workloads	Cloud network security and automated threat response	Embed security into development processes
Secure Access	Workload Protection and EDR	Firewall, WAF and VPN	CI/CD Integration
Endpoint Security	Cloud Security Posture Management	Application Visibility	Container Image Scanning
Phishing Protection	Overprivileged IAM Role Detection	Security Automation	Threat Intelligence APIs
	24/7 Threat Hunting, Detection, and Response		

Our award-winning solutions are easy to deploy, manage, and are highly effective at stopping todays cyberattacks. Enabling CSP partners to take full advantage of one of the world's most trusted unified cloud security platforms to secure cloud access, applications, and infrastructure.

Sophos Hybrid Cloud Security

This Sophos CSP program highlights a range of Sophos products designed to secure infrastructure, apps, and access to hybrid cloud environments.

SOPHOS PRODUCTS		PLATFORM PROVIDER		
		AMAZON WEB SERVICES	MICROSOFT AZURE	GOOGLE CLOUD PLATFORM
Workload Protection	Intercept X for Server with EDR	✓	✓	✓
	Cloud Optix	✓	✓	✓
Network Security	XG Firewall	✓	✓	
	Sophos UTM	✓		
Threat Intelligence APIs	Sophos Intelix	✓		

Sophos may at its sole discretion modify this list at any time without further notice. The most current list can be found here.

Delivered through Sophos Central, the industry's leading unified security management console, Sophos cloud security solutions enable organizations to create secure cloud infrastructures with Platform Providers. Ensuring they can continue to detect and respond to threats targeting workloads that are running business apps and customer-built service offerings while also securing the network layer. Sophos cloud security solutions also provide visibility of an organization's usage of IaaS applications with secure access and protection of valuable credentials.

Protection Beyond the Cloud

Sophos Central enables Synchronized Security, one of the world's most comprehensive cybersecurity systems. Endpoint, server, cloud workloads, network, mobile, Wi-Fi, email, and encryption products all share information in real time and respond automatically to incidents across on-prem and cloud environments.

Optimize Your Business Profitability

The Sophos Cloud Security Provider Partner Program is designed to enhance technology services offerings with next-gen cloud-based security solutions that enable partners to grow their services revenue and differentiate their business from competition.

Program Benefits

The cloud marketplace is rapidly changing. To help partners stay ahead Sophos provides the tools, training, recognition, and financial incentives to help support customers using or migrating to the cloud.

CSP Partner Locator

Once you are signed up your business name and contact will be added to our Partner Locator app on Sophos.com listed as a Cloud Security Provider to generate more exposure for your organization.

Business Planning with a Sophos Cloud Executive

To further enable your success, Sophos will connect CSP partners with a geographically aligned Sophos Cloud Executive to meet regularly and help you coordinate your cloud security, sales and Go-To-Market approach.

Lead Sharing

Sophos will share qualified, cloud-specific leads with you.

Cloud Expert Access

Top tier assistance from our expert Sophos Cloud Presales Solution Architects to support your customer deployments.

Product Training Access

24/7 access to Sophos online learning management platform to refine your knowledge and skills, as well as access to cloud-specific support for trials and deployments.

Sophos Cloud Partner Portal Access

CSP partners gain access to targeted sales, marketing, education program, and support resources, including a sales library of product data sheets, customer presentations, success stories, videos and the latest Sophos-generated Product comparison information.
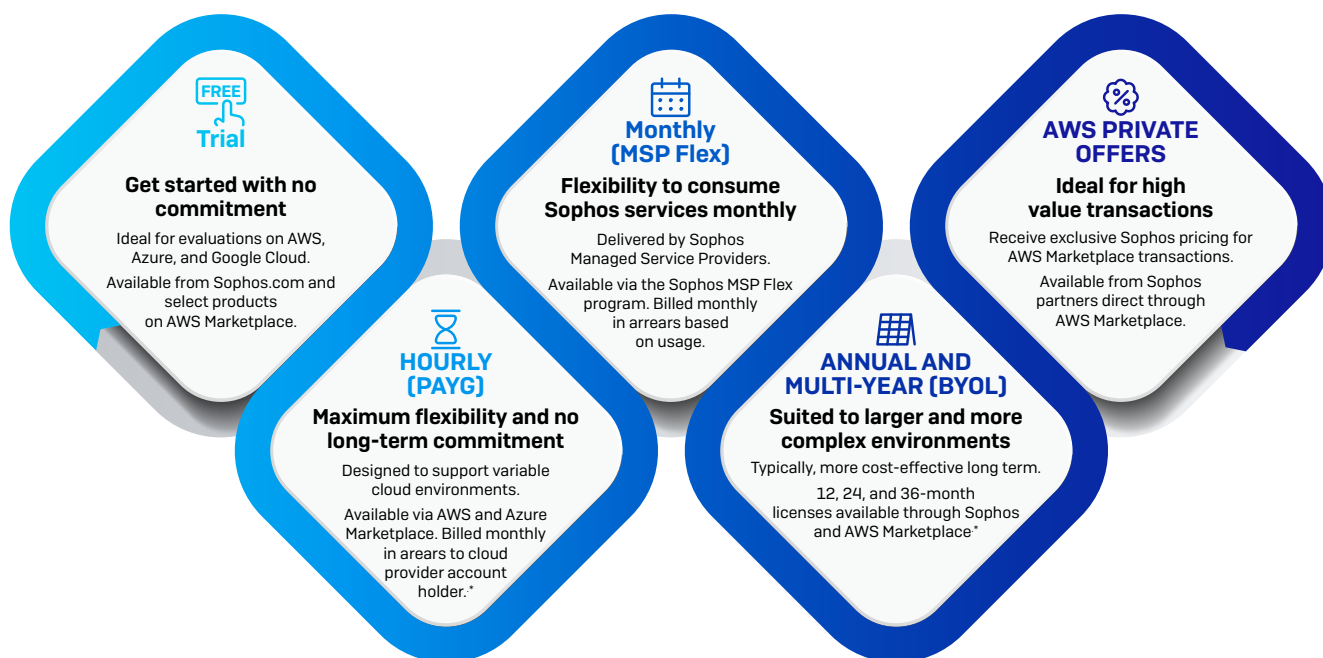
Not-For-Resell (NFR) Software/Virtual Sophos Products

Discounted access to Sophos Products for internal training, customer demonstration, or for in-house production use.

Flexible Billing Options

Maintain the flexibility and simplicity of cloud consumption with a range of billing options designed to suit customers' needs and help grow partner business.

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FREE Trial

Get started with no commitment

Ideal for evaluations on AWS, Azure, and Google Cloud.

Available from Sophos.com and select products on AWS Marketplace.

Monthly (MSP Flex)

Flexibility to consume Sophos services monthly

Delivered by Sophos Managed Service Providers.

Available via the Sophos MSP Flex program. Billed monthly in arrears based on usage.

AWS PRIVATE OFFERS

Ideal for high value transactions

Receive exclusive Sophos pricing for AWS Marketplace transactions.

Available from Sophos partners direct through AWS Marketplace.

HOURLY (PAYG)

Maximum flexibility and no long-term commitment

Designed to support variable cloud environments.

Available via AWS and Azure Marketplace. Billed monthly in arears to cloud provider account holder.*

ANNUAL AND MULTI-YEAR (BYOL)

Suited to larger and more complex environments

Typically, more cost-effective long term.

12, 24, and 36-month licenses available through Sophos and AWS Marketplace*

* Availability across product range varies. Please contact Sophos for latest information.

For Reseller

If end-users buy directly from associated Marketplaces, Resellers will benefit from (i) extended deal registration, (ii) Marketplace billings being added to Reseller's annual revenue, and (iii) a twenty per cent (20%) rebate payout for all registered Marketplace billings.

"Marketplaces" mean the following third-party cloud marketplace platforms: Microsoft Azure™ and Amazon Web Services™

Additional benefits when selling through AWS Marketplace

Sophos works together with AWS to support partners on the AWS Marketplace by making Sophos cloud security solutions available through AWS Consulting Partner Private Offers program. Following registrations with the AWS CPPO program, Sophos CSP partners can provide special pricing to customers via AWS Marketplace.

For Managed Service Providers:

Sophos also offers a partner program to support Managed Service Providers (MSP) that manage multiple Sophos security solutions as a service for clients. Additional information can be found at www.sophos.com/msp.

Program Benefit Summary:

SOPHOS BENEFITS	SOPHOS PARTNER	SOPHOS CSP PARTNER
Sell all Sophos Products	✓	✓
Identification as a Sophos CSP		✓
Strategic Cloud Business Planning		✓
Marketplace Billings Rebate (Resellers only)		✓
Deal Registration for End-User Buying in Marketplace (Resellers only)		✓
Cloud-specific Lead Sharing		✓
Sophos Cloud Security Architect Support		✓
Product Training Access		✓
Cloud Partner Portal Access		✓

Program Requirements

Becoming a member of the Sophos CSP Partner Program is simple. Sophos CSP Partners must complete the following requirements to participate in the **Cloud Security Provider Partner Program**.

1. **Sophos Partner Status:** To become a Sophos CSP Partner, an organization must already be/ or become a Sophos Partner. If you are not yet a Sophos Partner, please complete your application here.

2. **CSP Partner Application:** Organizations need to complete the CSP Partner application, which includes acceptance of the Sophos Cloud Security Provider - Partner Addendum, available here ("Sophos CSP Terms")

3. **Cloud-focused:** Qualifying partners must have an established cloud services business (as further detailed below) with at least one of the following third-party cloud providers/ platforms:
   a. Amazon Web Services - Partners must be an AWS Partner Network Member with multiple Associate Certifications.
   b. Microsoft Azure – Partners must be an Azure Expert MSP or hold Gold level competencies in Cloud Platform and/or Data Center.
   Partners with an established cloud services business with Google Cloud or Oracle Cloud can be approved on a case-by-case basis.

4. **Certification and Training:** Partner must, at all times, have one (or more) current employees who have completed the Sophos CSP sales training in order to maintain participation in the program.

5. **Customer Support:** Partners must have the capability to provide primary support to their end customers and will work with Sophos' 24x7 support team to resolve any issues that they are unable to address themselves.

Additional Terms

Unless separately defined herein, all capitalized terms used herein shall have the meanings given to them in the CSP Terms. Sophos may modify or terminate the Cloud Security Provider Program at any time in its sole discretion.

For more information and to apply

Join the program visit sophos.com/csp

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