

Bromium Worldwide Channel Partner Program



Bromium has Revolutionized Endpoint Security

Bromium has pioneered a new model for security that prevents data breaches. Our breakthrough isolation technology is unlike antivirus, sandboxes or other traditional detection-based defenses, which can't stop modern attacks such as APTs, spear-phishing or zero-day attacks. Bromium enables enterprises to prevent breaches while also enabling their users to click on anything, anywhere...without risk of getting compromised.

How do we do it? Bromium uses micro-virtualization technology to CPU isolate every user task—such as opening a webpage or PDF—in a micro-VM, protecting your data and IP, enabling users to click on anything and streamlining security by eliminating urgent patching, false positives and costly remediation.

Channel Partners and Bromium

The Bromium Channel Partner Program is a key component of our business. Bromium values our relationships with our channel partners and has designed this program to support and grow our respective businesses.

Bromium is committed to our channel partners and as such has clearly defined several ways in which we can work together.

- Resell, with Bromium assistance, to accounts not covered by Bromium
- Opportunity registration process to avoid channel conflict
- Assist Bromium in accounts covered by Bromium (as part of the opportunity and referral registration process)

Your Security Leadership

Bromium is committed to expanding your security business and increasing your relevance with your customers. By partnering with Bromium you enter an enormous high-growth market with our unique approach to combating modern cyber attacks on the endpoint where 70% of breaches start. Bromium adds a dimension to your portfolio that is differentiated from all other security solutions available today, one that provides your customers with unparalleled data breach prevention.

Your Growth and Profitability

The Bromium portfolio of products provides an exceptional expansion opportunity for your business. Enterprises are searching for a solution to address modern threats that are going right by their legacy security products, and Bromium is the answer. There is high interest in Bromium and our revolutionary technology. This is the new model of endpoint security.

Channel partners can realize significant sales growth and profitability with Bromium. We arm our partners with great programs, such as deal registration, competitive pricing and promotions to help drive your growth and profitability.

WE BELIEVE THAT WORKING TOGETHER, THE MORE SUCCESSFUL WE BOTH WILL BE.



Partner Program Overview

	SILVER PARTNERS	GOLD PARTNERS
	Standard level of partnership with Bromium	Premier level of partnership with Bromium with significant commitment from both parties
SALES SUPPORT		
Deal registration	●	●
Enhanced financial incentives	-	●
Not for resale demo program	●	●
Sales training	●	●
Account coordination	●	●
Channel manager	●	●
TECHNICAL SUPPORT		
SE training	-	●
MARKETING SUPPORT		
Marketing activities	Activities and funding considered on a case-by-case basis	Activities and funding agreed upon in joint business plan
PRODUCT ACCESS		
Right to sell Bromium products and services	●	●
Right to sell partner services as part of Bromium deal	-	●
CERTIFICATIONS		
Deployment certification	-	●
Support certification	-	●
REQUIREMENTS		
Partner agreement	●	●
Quarterly business reviews	-	●
Annual business planning with sales goals	-	●

Bromium offers two levels of partnerships at this time.

Isolate Threats. Prevent Breaches.



Protect Data and IP

Isolate and eliminate attacks on the endpoint



Click on Anything

Enable users to click on anything, anywhere without risk



Streamline Security

Eliminate false alerts, urgent patching and costly remediation



BROMIUM RECENT AWARD HIGHLIGHTS



Cyber Defense Magazine 2015
The Best Endpoint Security
Solution Product for 2015



SC Magazine Europe 2014
Innovation Award Winner

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