

Partner with the Leader in Endpoint Investigation Solutions

Rich Margins • Outstanding Support • Comprehensive Tools

GUIDANCE SOFTWARE GLOBAL PARTNER PROGRAM



As the industry leader in endpoint investigation solutions for security incident response, e-discovery, and forensic analysis, Guidance Software is committed to a Global Partner Program that offers our reseller partners rich margins, outstanding support, and comprehensive tools to capture a bigger piece of the rapidly-growing endpoint detection and response (EDR), e-discovery, and internal investigation markets.

GETTING STARTED WITH THE GLOBAL PARTNER PROGRAM

You can sign up to become an "Authorized" Guidance Software Reseller through our worldwide network of distributors. Authorized resellers receive core benefits, including access to the Guidance Software Partner Portal, inclusion on the partner locator, and deal registration.

"Certified" Guidance Software Resellers have committed resources to help build their sales of EnCase® software and receive full benefits from the program. In order to become a Certified Reseller, partners must complete online sales and technical certification, available on the Guidance Software Partner Portal.

▲ EXCLUSIVE ADVANTAGES

In addition to the benefits granted to Authorized partners, Certified Resellers receive exclusive advantages from Guidance Software's partner program, including:

- Increased margin on sales of Guidance Software products, services and support
- Access to channel account managers, a dedicated team of sales professionals focused on building and enabling sales of Guidance Software through our channel partners
- NFR software access so you can demonstrate the powerful capabilities of EnCase products with your clients
- Market Development Funds that support qualified demand generation activities for Guidance Software sales
- Lead sharing and generation activities conducted hand-in-hand with your regional Guidance Software team, to help you discover new prospects and build sales pipeline.

We've always believed that a strong commitment to our channel benefits everyone, especially the customers who are looking for complete security solutions. Protecting enterprise data from cyber and insider attacks is a growing challenge, so the more closely we can work with and support our channel partners, the more effectively we can deliver security technology and training that close a critical gap."

- Jay Ackerman, Chief Revenue Officer at Guidance Software

SALES TRAINING AND ENABLEMENT

Online training for Guidance Software reseller sales representatives and sales engineers is available on our partner portal. In addition to certification training, resellers can access current promotional materials, product brochures, and sales tools to help position Guidance Software products and win deals. Certified Reseller partners also receive discounts for EnCE® training courses and certification.

LEVERAGE YOUR CURRENT TECHNOLOGY PARTNERSHIPS

Guidance Software has forged partnerships with leading technology vendors that integrate with our powerful security and investigative solutions. This allows you to expand on the vendor relationships and investments you have already made, and extend your expertise in the growing EDR and E-discovery markets.

BLUE COAT



Program Requirements	Certified	Authorized
Signed Agreement	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Online Sales Certification Training	<input checked="" type="checkbox"/>	
Online Technical Sales Certification Training	<input checked="" type="checkbox"/>	
Joint Business Plan	<input checked="" type="checkbox"/>	

Program Benefits	Certified	Authorized
Deal Registration	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Partner Portal Access	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Partner Locator Listing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Product Sales & Technical Tools	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Dedicated Channel Account Manager	<input checked="" type="checkbox"/>	
Access to NFR Software	<input checked="" type="checkbox"/>	
Technical Support	<input checked="" type="checkbox"/>	
Sales Promotions & Incentive Programs	<input checked="" type="checkbox"/>	
Market Development Funds	<input checked="" type="checkbox"/>	
Lead Generation Programs	<input checked="" type="checkbox"/>	
Sales Leads	<input checked="" type="checkbox"/>	

Join the community

Get started today

guidancesoftware.com/partners | channelhotline@guid.com





About Guidance Software (NASDAQ: GUID)

At Guidance, we exist to turn chaos and the unknown into order and the known—so that companies and their customers can go about their daily lives as usual without worry or disruption, knowing their most valuable information is safe and secure. Makers of EnCase®, the gold standard in digital investigations and endpoint data security, Guidance provides a mission-critical foundation of applications that have been deployed on an estimated 25 million endpoints and work in concert with other leading enterprise technologies from companies such as Cisco, Intel, Box, Dropbox, Blue Coat Systems, and LogRhythm. Our field-tested and court-proven solutions are used with confidence by more than 70 of the Fortune 100 and hundreds of agencies worldwide.

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