

Cybersecurity Products Partner Program



As a trusted partner in cybersecurity, Atos develops and delivers an innovative and comprehensive product portfolio to secure our clients' digital journey and guarantee data protection, trusted digital identities, and identity and access management.

Atos Cybersecurity products secure the customer journey with Evidian for identity and access management, cryptovision and IDnomic for trusted digital identities, and Trustway for data protection and encryption. Our products are integrated with best-in-class technology to offer clients efficient, secure, and reliable business outcomes.

We build strategic relationships with our partners combining innovative cybersecurity technology with your business expertise. As an Atos Partner, you will receive attractive discounts, market development funds, and new business opportunities. We offer the following Partner Program benefits:



Pricing

Attractive partner discounts with high margin in fast-growth cybersecurity market.
Access to special discounts as part of marketing and competitive programs.



Training

Online product training and certification.
Access to catalog of certified training courses on Atos Cybersecurity products



Services

Partner discount on prices for professional services and technical training.
Access to project templates as part of expert support during project implementation



Sales

Sales training and support to help as part of sales process and qualification of client need. RFP, Proposal, and Presales support.
Expert sales and technical support to draft proposals. Webinars on products and solutions for sales.



Interfaces

Designation by each party of an assigned contact to manage the partner relationship.
Joint business plan and commitment associated with targets for performance.
Access to deal registration process via Atos Partner Portal



Marketing

- Market Development Funds
- Mutual referencing on the Atos and partner website.
- Cross-authorization to use Atos and partner logos.
- Access to Partner Portal includes presentations, marketing collateral, proposal documentation, and white papers.
- Atos participation in partner events as requested
- Roadmap and product update webinars



Software and Support

Access to software with temporary key for demonstration, training, Proof of Concept.
Access to website support:

- Online software and documentation download
- Online support
- FAQ



Consulting

Technical support for Proof of Concept.
Access to technical proposals, specifications and methodology for recommended implementation.
Webinars:

- General and technical overview for consultants.
- Roadmap and product updates.

Partner Program Guide

This guide is your primary resource for the Atos Cybersecurity Partner Program benefits, requirements, and rewards. Atos is dedicated to growing its channel business – that means opportunities for you. You will receive attractive discounts and development funds for supporting our reseller model, and new business opportunities on products.

We developed the Atos Cybersecurity Partner Program to reward the investments and commitment resellers make in selling our solutions and supporting customers.

The Atos Cybersecurity Partner Program offers easy on-boarding and fast ramp-up to help you get rapid results.

Onboarding

At Atos, our onboarding process is fast and straightforward. We want you to be successful as quickly as possible.

Partners can be onboarded in a few weeks.

You can start generating revenue and receiving Atos benefits quickly, even if you haven't completed all the certifications you need. New resellers can sell Atos Cybersecurity products as soon as they have completed the Sales certification requirements. Once Sales and Presales certification are achieved, you'll be eligible to receive Marketing Development Funds (MDF), as well as the right to use the reseller logo for external communications.

We expect you as a valued partner to build the necessary skills to support customers so we can grow the business together. This is why we ask you to meet the requirements concerning certification.

Your channel account manager will work with you to define a training and certification plan and ensure you have all the tools necessary to get started and to succeed.

Marketing and Sales Benefits

Every partner needs the right support and tools to be successful and grow in the market. And we want you to grow with Atos. We have put together programs and resources to help you generate demand in your business, increase your visibility, and position Atos Cybersecurity products in the market.

Marketing Development Funds

As a partner, you can accrue Marketing funds on sales of Atos Cybersecurity products. To access partner funds, you can simply apply for them (prior to executing the activity). Once Atos approves, you can go ahead and complete your activity, and submit the claim up to 60 days after the activity. The main conditions for funding are:

- for each marketing activity, the maximum amount the partner may be entitled to receive is 50% of partner's external expenses.
- programs eligible for funding are 100% dedicated to Atos products and which have been approved by Atos.

Atos reserves the right to change the MDF policy and shall provide a 30-day notice period.

Partner Account Manager

As a partner, you'll be assigned a partner account manager who will be on hand to answer questions and act as your advocate within Atos. They can help you in the following ways:

- Assist with business planning, forecasting, and account planning
- Coordinate training and help you achieve the certifications you need
- Assist with marketing planning and execution
- Provide support during the entire sales cycle and accompany you on sales calls

Partner Portal

Our partners benefit from the online Atos Cybersecurity Partner Portal, which is the central resource for finding up-to-date information on the program itself as well as solutions, marketing opportunities, training, documentation, software, and more. The content is updated regularly to give you the tools and resources you need to win more business with Atos Cybersecurity products

Sales and Marketing Collateral

You can download, distribute, and print a wide variety of sales and marketing collateral, such as data sheets, brochures and other types of materials listed below. Just go to the Atos Cybersecurity Partner Portal to download what you need.

Product brochures describe the features and benefits of the products you're selling. Ready-to-use presentations and customer use cases by vertical industry.

Events

You can take part in Atos roadshows, partner conferences, briefings, and product launches in your country or region. Your partner account manager will keep you posted on upcoming events.

Press

If you would like to produce and distribute a press release announcing your partnership with Atos or significant customer wins, we'll be happy to help! Please note that all press releases mentioning Atos must be approved.

Sales Support & Resources

Partner Briefings: We organize webinars that offer a quick and convenient way to get up to speed on Atos Cybersecurity products, our partner program, marketing updates and more. [ess with Atos Cybersecurity products.](#)

Presales Support

Managing the presales phase effectively is crucial to winning the deal, which is why we provide you with the necessary resources to help it go smoothly. Partners benefit from presales assistance from our specialists, answers to customer queries about solutions and capabilities, and advice on choosing the right solution to meet the client's needs.

Communications

Atos offers a series of communication vehicles to keep you informed.

- Partner webcasts are a quick and convenient way to get the latest information on Atos Cybersecurity products and programs.
- Product newswatches are short emails that keep you informed of new product releases.

Logo Usage

Once you achieve Atos Cybersecurity product certification, you can use the partner logo on your marketing materials. This demonstrates that you have the expertise necessary to support Atos' clients.

Atos is committed to investing in and expanding our partner business. We look forward to working with you as a valued partner and building customer success together!

Want to share your feedback?

At Atos, we're always looking for creative feedback to make our program more successful. If you have suggestions, contact us at PartnerProgram@atos.net

Partner Benefits

Benefits	Member	Silver	Gold
25% base discount + deal registration		√	
30% base discount + deal registration			√
Sales training		√	√
Technical pre-sales training		√	√
Welcome package with logo badge & info	√	√	√
Invitations to Cyber Days, Mindshare, Cryptonite	1	2	4
Logo listed on Club Cyber site	√	√	√
Regular partner updates	√	√	√
Case study and/or joint client PR		1	2
Co-branded content and social media		√	√

About Atos

Atos is a global leader in digital transformation with 112,000 employees and annual revenue of c. € 11 billion. European number one in cybersecurity, cloud and high performance computing, the Group provides tailored end-to-end solutions for all industries in 71 countries. A pioneer in decarbonization services and products, Atos is committed to a secure and decarbonized digital for its clients. Atos is a SE (Societas Europaea) and listed on Euronext Paris.

The [purpose of Atos](#) is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Find out more about us
atos.net
atos.net/career

Let's start a discussion together



For more information: PartnerProgram@atos.net.

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