Partner Program Overview

JATHEON

GIVE YOUR CLIENTS INFORMATION ARCHIVING SOLUTIONS THAT SET THE INDUSTRY STANDARD

As information archiving pioneers, we're always looking to partner with industry's best providers. As a Jatheon reseller, you'll enhance your product offer with award-winning products and get outstanding support along the way.

Our on-premise archiving solutions are distinguished by robust, enterprise-grade design and versatility that enables customers to retain email, social media and mobile calls and texts from a single platform. Our award-winning solutions keep setting industry standards in quality, functionality and customer satisfaction.

Why Partner with Jatheon?

Seize a Major Revenue Opportunity
As our reseller partner, you'll have the chance to generate new revenue stream with excellent gross margins.

Become Involved in a Thriving Industry
Typically associated with regulated industries, where laws mandate records retention, enterprise information archiving and management is becoming a new focus for investment in companies in all industries. Together with traditional reasons behind information archiving – compliance, eDiscovery and storage relief – new ones, such as information governance, business productivity and records managements are gaining importance across the spectrum.

Offer a Complementary Product
The technology behind information archiving complements a number of existing IT services and concepts, including governance, email security, data storage, infrastructure and cloud, enabling an easy integration of our solutions into your existing product offering.

Get our Continuous Support
All Jatheon partners receive exceptional support and resources needed to achieve and maintain a profitable and mutually beneficial partnership and create a world class customer experience.

How We Support Our Partners

In Jatheon, we're committed to providing comprehensive support to our partners. We believe that our premium products must be coupled with powerful incentives. To help you solve customer challenges in email, social media and mobile management and archiving and close opportunities faster, we offer complete marketing and sales support.

Marketing Support

Marketing Materials
As a Jatheon partner, you'll get access to all our marketing materials that you can leverage for shorter sales cycles and better customer experience. Here's a list of what we can provide:

- eBooks
- white papers
- infographics
- data sheets
- product overview documentation
- case studies
- webinars
- videos

With dozens of educational pieces in our library and 150+ blog posts on our website, you'll have more than enough content items to share with your potential clients. We covered all the topics your prospects could be wondering about:

- email, social media and mobile archiving
- eDiscovery
- important news on compliance laws and authorities such as SOX, GLBA, FINRA, FISMA, FOIA, HIPAA, GDPR, MiFID II and others
- retention policies
- information governance and management and
- information archiving challenges in various regulated industries such as education, government, financial, healthcare, legal etc.

Tech Webinars
We host monthly webinars on our areas of expertise that we're happy to share with our partners. Both you and your prospective clients are welcome to join our interactive sessions and find out more about the challenges and benefits of information archiving and governance. Participate in our Q&A sessions and get quick answers from our presenters and guest engineers.

Newsletter
Our partners can opt to receive periodical updates on industry news and trends, Jatheon products, promotions and more.

Joint Marketing Promotions
Our marketing professionals will work with yours for qualified promotions, events and collateral material creation.

Sales Support

Product Virtual Environment Access
To give partners and their potential clients a glimpse of our solution and its capabilities, we provide access to our archiving software.

Recorded Demos
As our partner, you and your clients will get the chance to leverage our recorded demos to get complete understanding of our archiving solution.

Live Demos
Upon advance notice, we'll provide live demos for your prospective customers.

Joint Account Calls
You can always rely on our sales representatives if you need assistance with an account.

Objection Library
We'll share our comprehensive list of objections and obstacles you might encounter in your sales cycles and provide advice on how to overcome them.

SPIN Questions
Get access to Jatheon-specific list of Situation, Problem, Implication and Need-Payoff questions used in sales.

Deal Calculator
Our calculator makes it easier to understand and compare the costs of different cCore products and easily shows the difference in costs between an on-premise and cloud solution.

Sizing Calculator
Our sizing calculator helps you choose the perfect cCore product based on the client's environment parameters – emails to be ingested, number of email accounts/users, average email size, retention period etc.

Tech Support

For immediate responses to technical questions during standard business hours, our Tech Team is available to assist you.

Why Choose Jatheon?

Jatheon offers a powerful on-premise archiving solution that solves:

- Your eDiscovery worries
- Your regulatory compliance challenges
- Your enterprise search of unstructured data
- Your security concerns regarding archived data

Jatheon cCore, our cutting-edge, enterprise grade archiving solution backed by sophisticated proprietary software captures, archives and stores your organization's email, social media and mobile content – all aspects of your employees' unstructured data that may be required to demonstrate compliance or ensure a quick and efficient eDiscovery response. You can archive online content beyond email from a single platform thanks to **Jatheon CTRL**, our integrated social media and mobile archiving functionality. We currently archive content from all major social media platforms (including enterprise social media), text messages, MMS and voicemail.

With information archiving technology, all transactions are captured and stored in real time, unlike backup systems that just store a daily snapshot for disaster recovery purposes. With our on-premise archiving solution, all your valuable data will remain secure behind the firewall.

Our advanced search engine is famously fast and easy for your staff to use. We data mine the contents of all email attachments, which makes them searchable as well. Our sophisticated auto-indexing feature can detect sensitive documents and encrypt their contents for added security.

An award-winning solution.
Industrial strength with incredible scalability.
Low cost, high availability.
Up-and-running in two hours.
No hidden costs.
Minimal operational overhead.
Zero risk.
We install, configure and support.

About Jatheon

We founded Jatheon Technologies Inc. in 2004 to empower companies in their efforts to ensure email compliance and facilitate eDiscovery.

Today, we are leaders in the archiving industry, with **5+ billion processed messages** and unique on-premise and cloud archiving and governance solutions. We continue to raise the bar throughout the industry with our latest enterprise-grade **cCore** archiving appliances, a powerful archiving, retrieval and dynamic monitoring software and best-in class tech support, **Jatheon Care**. In 2017, we built **Jatheon CTRL** - a social media and mobile archiving add-on that smoothly integrates with our email archiving software.

It is our mission to ensure security and bring peace of mind to businesses, government agencies, educational, financial and healthcare institutions across the globe. We're headquartered in Toronto, but we serve clients worldwide through our network of global business partners. For more information, please visit www.jatheon.com.