

Why become a DriveLock Partner?

Many years of experience across a range of vertical markets

- ❌ founded in 1999, HQ: Munich, Germany
- ❌ 3,000,000 Devices
- ❌ 3,000 Customers in 30 Countries
- ❌ Customer environments with up to 180,000 managed devices



Next Generation Endpoint Security Platform

- ❌ Made in Germany, without a backdoor
- ❌ Extremely granular environment of Device Control for USB protection
- ❌ Encryption of hard disks, SSD's and USB memory devices
- ❌ Applications and their associated devices can be comprehensively protected
- ❌ Smart AppGuard based on integrated Artificial Intelligence with Predictive Whitelisting and Machine Learning functionality
- ❌ Our Endpoint Protection Platform supports various operating systems and devices
- ❌ Solution is available as Security as a Service (SecaaS) or just classic On-Premise

Enthusiasm, Teamwork, Performance, Customer Orientation, Appreciation and an open Communication with our Partners

- ❌ Global Partner Program covers all partner ecosystems / Partner Portal
- ❌ Competitive and consistent Partner discounts
- ❌ Deal Registration
- ❌ Meaningful Market Development Fund (MDF) accrual program to subsidize lead generation
- ❌ DriveLock Sales and Marketing Support
- ❌ Sales and technical Training and Certification Program
- ❌ Advanced Technical Support



Extract from DriveLock Enablement - Benefits and Requirements

	Expert Partner	Professional Partner	Premium Partner	Reseller / Referral Partner	Services Partner	Smart CloudServices	OEM Partner
Information, Resources and Communication	✓	✓	✓	✗	✓	✓	✓
DriveLock Partner Portal Access	✓	✓	✓	✓	✓	✓	✓
Business Planning	Joint	Joint	✗	✗	✗	Joint	✗
Program & Operations Support	✓	✓	✓	✓	✓	✓	✓
NFR Licenses	✓	✓	✓	✓	✓	✓	✓
Sales Training	✓	✓	✓	✓	✗	✓	✓
Product Training	✓	✓	✓	✓	✓	✓	✓
DriveLock Sales- / Presales Accreditation	2	1/1	1/0	✗	✗	1/1	✗
DriveLock Consultant Certification	2	2	✗	✗	2	2	✗
DriveLock First Level Support Training	2	2	1	✗	✗	2	3
Public Relations Opportunities	✓	✓	✓	✗	✓	✓	✗
Accrual of Market Development Funds (MDF)	✓	✓	✓	✗	✓	✗	✗
DriveLock Conference, Exhibition	✓	✓	✓	✗	✓	✓	✓
Marketing Tools and Brochures	✓	✓	✓	✓	✓	✓	✓

“On your mark, get set, go!” – Become a DriveLock Partner

We invite you to join the DriveLock Team as a DriveLock Partner. Together, we can expand into profitable new markets and acquire new customers.

What to expect next?

- ✗ Step 1: Submit application relating to the partnership
- ✗ Step 2: Partnership finalizing & Business Planning
- ✗ Step 3: Sales Enablement
- ✗ Step 4: Technical Training & Certification

We are looking forward to working with you on delivering value to our customers and creating a mutually successful partnership.

About DriveLock:

DriveLock SE, is headquartered in Munich, Germany has become one of the leading Endpoint Protection Platform software vendors over the past 15 years. The Endpoint Protection Platform from DriveLock is particularly strong when used in the extremely granular environment of Device Control for USB protection, as well as for the encryption of hard disks, SSD's or USB memory devices. Applications and their associated devices can be comprehensively protected with the Smart AppGuard based on integrated Artificial Intelligence with Predictive Whitelisting and Machine Learning functionality. DriveLock supports various operating systems, devices, and is available on-premise or from the cloud. www.drivelock.com and partners@drivelock.com

