

# BAE Systems Partner Program

Channel Partners play an essential role in the growth and success of our business here at BAE Systems. We are committed to finding partners who are ready to capitalize on the potential of the market in front of us. We want to work with organizations that see the same opportunities and share our drive to help clients protect their business, no matter the threat.

BAE Channel Support Teams	
Named Channel Account Manager	✓
Access to BAE Systems' technical sales	✓
Partner Enablement	
Access to portal	✓
Deal registration	✓
Sales training and accreditation	✓
Technical training and accreditation	✓
Sales tools and competitive information	✓
Partner e-newsletter subscription	✓
Cyber Threat Bulletin subscription	✓
Marketing	
Eligible for co-marketing support	✓
BAE Systems' company logo usage	✓
Discounts on BAE Systems products for internal use	✓
Listed on BAE Systems partners' webpage	✓
Access to BAE Systems' promotions	✓

We offer a comprehensive program that allows our partners to develop competence and specialization in our offerings. Our partners have access to sales and technical resources, marketing collateral, training materials, and protected deal registration through our online portal. Working with dedicated Channel Account Managers to build business plans tailored for success, our partners are supported at every stage of the process.

**97%**  
of BAE Systems  
customers say they would  
recommend us to other  
organizations.

## Why partner with BAE Systems?

BAE Systems is a defense company with a long history of driving successful innovation in complex integrated systems. We have helped to defend nations and businesses for more than forty years. As the nature of the threats have extended to cyberspace, so has our portfolio of technology products. Today, we offer a broad portfolio of on premise, managed and cloud-based products and services that are battle proven against the world's most advanced threats.

BAE Systems provides cyber managed services and solutions to over 5,000 organizations worldwide. Our customers range from Fortune 1000 and FTSE 250 organizations to thousands of mid-market organizations. We are the leading provider of cyber threat intelligence to the US and UK governments, and have built all of this expertise into every one of our products and services. In a market full of unreliable services, delivery and support, BAE Systems is committed to doing what we say we will. And our customers agree, with over 97% saying they would recommend us to other organizations.

BAE Systems is focused on how, collectively, we can solve customer problems, increase satisfaction in existing clients and win new customers. Our partners benefit from offering world-class products and solutions to address security and compliance responsibilities. Together, we can help our customers:



Reduce costs  
and complexity



Reduce the  
compliance burden



Reduce risk



Detect and monitor  
cyber attacks

Our partner program is purpose-built to deliver an all-inclusive package that will establish the foundation for significant return on investment for our partners.

To become a BAE Systems partner, please apply online at <https://partners.baesystems.com>

or contact us directly at [partnerships@baesystems.com](mailto:partnerships@baesystems.com)

For more information on our products and services visit: [www.baesystems.com/businessdefense](http://www.baesystems.com/businessdefense)

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