

WOMEN OF THE CHANNEL™



Innovate Faster With Less Risk For Digital Transformation

Q. Who is Micro Focus today?

A. Micro Focus is a leading global enterprise software company uniquely positioned to help customers extend existing investments while embracing new technologies in a world of hybrid IT. We provide customers with a world-class portfolio of enterprise-grade scalable solutions with analytics built-in and deliver customer-centered innovation across DevOps, hybrid IT, security and risk management, and predictive analytics.

Q. What are the key elements of the new Micro Focus partner program?

A. Our partner program has three key elements:

- Make it easy for partners to do business with us by creating three separate tiers (Authorized, Gold and Platinum).
- A large portfolio of customers that have a long partnership history. We recognize and reward "specialism."
- Healthy, predictable profitability and benefits, which include back-end rebates to ensure partners keep the margin, and significantly improved SaaS models with the ability to pay three years upfront.

Q. Why should partners want to do business with Micro Focus?

A. We offer potential partners solutions that enable them to run and transform their businesses. As partners, we provide critical tools they need to build, operate, secure and analyze their enterprises. Working together, we bridge the gap between existing and emerging technologies that help their customers innovate faster, with less risk as companies race to digital transformation.

Q. As a female channel executive, what do you do to help women achieve success?

A. Helping women succeed at Micro Focus is important to me. I participate in a Micro Focus group called SHINE (Sisters Helping to Inspire and Nurture Excellence). Additionally, I'm a member of Women in Technology, Women of the Channel, Women in Security & Privacy and the Women's Society of Cyberjutsu. Throughout my career, I have always mentored younger women. I feel it's important for women to help the next generation of female professionals learn from our mistakes, take advantage of our learnings and strive to have a healthy personal, home and work-life balance that is the basis of "real success" for most women.



Sheryl Wharff

AMS Channels & Alliances
Partner Marketing Lead,
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// To be successful, surround yourself with five types of people: The inspired, the passionate, the motivated, the grateful and the open-minded. //



Our partners are at the heart of what makes us successful. Learn more at microfocus.com/partners.