

eSentire's Partner Program

Accelerate your business and improve your security portfolio by reselling eSentire's 24x7x365 Managed Detection and Response (MDR) services.

The Threat Landscape

Digital transformation accelerates the speed of business but opens the door to new threats that are smarter, faster and more resilient every day. We stand guard so you don't have to with a technical arsenal and humans who know how to wield it.

We invented the MDR Category. And we reinvent it everyday.

We're not an MSSP that just bolted on MDR. We're the category creator with the depth, breadth and customer trust that comes from years of proven success.



Leading solutions for your customers, proven business growth for you

Our award-winning partner program offers financial rewards, sales and marketing tools and personalized training. With extensive industry recognition and a 97 percent customer retention rate, we are here to deliver exceptional, personalized service to your customers.

INCREASE REVENUE Earn incentives and boost revenue without additional operational investments	DEAL PROTECTION Track the success of your deals by registering opportunities in our Partner Portal	CLOSE THE DEAL Turn prospects into customers with joint selling from the entire eSentire team	MARKETING Drive lead generation and accelerate deal closings with co-marketing programs, content and advice
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eSentire's Mission *"A customer's network must never be compromised."*

Every day, **100+** full-time personnel across two global security operations centers are dedicated to delivering this core company value.

Partner with the Proven Leader in Cybersecurity Services

We don't send alerts to our partners to solve - eSentire contains the threats for you.

eSentire simplifies cybersecurity for midsize businesses, protecting high-risk assets from complex threats that technology alone can miss, 24x7. eSentire Managed Detection and Response™ (MDR) delivers proven real-time protection and active resolution of cyber threats and advanced targeted attacks. With embedded incident response, a 97 percent customer retention rate and an unrivaled ratio of security experts to clients, our partners can rely on us to deliver unparalleled, personalized service to their clients.

Whether you want to expand your revenue opportunities, increase market share or enhance your service offerings eSentire has the programs to increase revenues, expand your portfolio, grow market share, foster customer loyalty and creating long term recurring revenue streams with excellent margins.

eSentire Medallion Program

 Collaborate to win	 Increase trust	 Grow new business	 Drive partner revenue	 Invest in partner resources
Improve engagement between eSentire's partner community and experienced eSentire representatives to win more often together	Build a trusting community and establish expectations for a smoother sales cycle and stronger cybersecurity knowledge for the end customers benefit	Tackle new industries and verticals with trust and collaboration for growing cybersecurity services demand	Increase eSentire's partner revenue by improving their ability to offer products and services that meet new cybersecurity requirements for their customers	Continue to build larger departments and functions within eSentire to invest in and support our partner community

eSentire Medallion Benefits

	Growth	Silver	Gold	Platinum
Sales and Technical Training	✓	✓	✓	✓
Access to Technical and Sales Enablement Certification	✓	✓	✓	✓
Access to eSentire Partner Portal	✓	✓	✓	✓
Access to eSentire Partner Events, Newsletters, Webinars	✓	✓	✓	✓
Access to request Market Development Funds (MDF)		✓	✓	✓
Assigned Partner Success Team (Lead Gen Concierge)			✓	✓
Corporate Event Support				✓

Our accolades

Join our elite partners in offering a cybersecurity solution that secures your customers 24x7x365.



Expand, accelerate and grow.

eSentire simplifies security program management by offering enterprise-class cybersecurity protection as a service. Apply for the eSentire Partner Program today!

Visit partners.esentire.com or email partners@esentire.com to learn more

eSENTIRE®

eSentire, Inc., founded in 2001, is the category creator and world's largest **Managed Detection and Response (MDR)** company, safeguarding businesses of all sizes with the industry-defining, cloud-native Atlas platform that removes blind spots and enables 24x7 threat hunters to contain attacks and stop breaches within minutes. Its threat-driven, customer-focused culture makes the difference in eSentire's ability to attract the best talent across cybersecurity, artificial intelligence and cloud-native skill sets. Its highly skilled teams work together toward a common goal to deliver the best customer experience and security efficacy in the industry. For more information, visit www.esentire.com and follow [@eSentire](https://twitter.com/eSentire).