

GFI Partner Program

Together for growth

Why partner with us?

Our award-winning communications and network security solutions are perfect for IT resellers and Cloud service providers looking to support businesses worldwide.

The GFI partner program offers competitive solutions, pricing and a comprehensive support package, to help you grow a successful business.

Grow your business

Earn high margins and build a recurring revenue stream selling award-winning solutions.

Enablement program

Access an extensive menu of technical and training resources online and on-site.

Evaluation and NFR

Evaluate, demonstrate and use our solutions and add-ons with fully loaded "Not For Resale" licenses.

Sales tools

Benefit from a dedicated channel manager, lead program, competitive pricing, exclusive promotions and campaigns.

Marketing resources

Access the latest collateral, product videos and on-demand webinars.

Connect and learn

Attend sponsored events and exclusive partner-only forums to increase your knowledge and interact with your peers.

Smartly engineered for greater IT



Smart engineering



Trusted experience



Right sized solutions



Security excellence

Program benefits



Marketing

Partner level logo	✓	✓	✓
Marketing collateral	✓	✓	✓
Co-branded materials	✓	✓	✓
Competitor comparisons	✓	✓	✓
Affiliate referral link	✓	✓	✓
Partner locator		✓	✓
Product certified logos	✓	✓	✓

Financial

Lead referral		✓	✓
Deal registration	✓	✓	✓
Tiered discounts	✓	✓	✓
Promotions	✓	✓	✓
MDF			✓
Business planning			✓

Sales support

Dedicated Channel Manager		✓	✓
Access to partner portal	✓	✓	✓
NFRs / In-house use software	✓	✓	✓
Partner technical support	✓	✓	✓
Excusive tech previews		✓	✓

Enablement

Webinars (live & on-demand)	✓	✓	✓
Partner training seminars	✓	✓	✓
Beta program participation	✓	✓	✓
Access to partner forum events	✓	✓	✓

Requirements

Sales training / certification		✓	✓
Technical training / certification		✓	✓
Annual revenue threshold		✓	✓
Promote GFI on partners' website		✓	✓

Become a partner today! www.gfi.com/partners

