

# Why Partner with Vade Secure



MSPs have no shortage of vendors to support their clients' cybersecurity needs. By partnering with Vade Secure, you get access to turnkey email security solutions that offer higher accuracy and higher margins—along with the expertise, resources, and support to make you successful every step of the way.

## 100% INDIRECT AND CHANNEL-DRIVEN

We know trust matters to MSPs. That's why Vade Secure serves the corporate market exclusively through our ecosystem of distributors and channel partners. Because we're 100 percent indirect, we only win when you win.

Moreover, our 'channel-driven' philosophy extends far beyond sales. From R&D to marketing to accounting, our entire company is focused on making it easy and enjoyable for MSPs to work with Vade.



**1,400**  
partners globally



**600 million**  
protected mailboxes



**5,000 customers**  
in 76 countries

## INNOVATIVE SOLUTIONS, PURPOSE-BUILT FOR MSPS

Vade Secure is at the forefront of applying emerging technologies (e.g. machine learning, natural language processing, computer vision) to detect advanced threats. We hold 11 patents and have received numerous awards for these innovations.

What our partners value most, though, is our knack for making the complex simple. We've packaged our powerful threat detection engine into solutions that are easy to deploy, manage, and use. This ensures you spend less time administering and more time growing your business.

*"Vade Secure is a customizable and effective email security product, particularly for Managed Service Providers."*

SC Magazine



## FULLY ALIGNED WITH MICROSOFT

Microsoft  
Partner

Vade Secure, a Microsoft Partner, is aligned with Microsoft's cloud strategy and allows you to strengthen your offering seamlessly. Vade Secure for Microsoft 365 is a "co-sell ready" solution from Microsoft and can very easily be sold as an additional layer of security in addition to EOP, the basic protection built into the Microsoft 365 suite.

## HIGH MARGIN, HIGH RETENTION

While businesses are rapidly adopting Microsoft 365, partner margins are razor-thin. Vade Secure offers above-market margins, with term commitment and volume discounts. Because the product is low touch, your profit won't be eroded by administrative tasks. And our 95% client-retention rate leads to long-term growth and stability.



95%

client retention rate

## FAST, EASY SALES CYCLES



<5 MIN  
to activate clients

Vade Secure for Microsoft 365 shortens your sales cycle. The product is easy to demo and consistently produces a 'wow' effect. Moreover, because it can be deployed in just a few clicks, you're able to start free trials instantly—often during the first meeting!

In addition, we are happy to support meetings, demos, and POCs until your team is self-sufficient.

## EXTRAORDINARY SUPPORT

Vade Secure offers numerous resources to quickly onboard and enable partners:

- **Partner Portal** – A hub for training, marketing collateral, and technical documentation. License provisioning is available to MSPs who aren't using a cloud marketplace.
- **Training Academy** – Online, role-based training and certification allows your sales, pre-sales, and support staff to become proficient at selling and managing Vade.
- **NFR license** – Certified partners receive a free NFR license for one year with performance-based renewals to protect your employees' mailboxes while gaining firsthand experience with the product.
- **Technical support** – While partners are expected to provide Level 1 support to clients, they have access to 24/7 email and phone support for more complex needs.
- **Marketing support** – Leverage content and pre-built campaigns to generate leads. Certified partners can also request marketing development funds and support.

**Add a license**

Product: Vade Secure for Microsoft 365

Microsoft Tenant ID: XXXXXXXX-XXXX-XXXX-XXXX-XXXXXXXXXXXX

Environment: US

Trial: 7 days

Subscription: 1 year | 3 years

Mailboxes: 100

**“** We are a new Vade Secure partner and thus far have been thrilled with the product and service! The response and support for partners has been extraordinary. **”**

Jason Burr, President, First Service Solutions, Inc.

## About Vade Secure

- ✓ 5,000+ customers in 76 countries
- ✓ 95 percent renewal rate
- ✓ 11 active international patents
- ✓ 600 million mailboxes protected
- ✓ 2 billion messages filtered last year

## Contact

Vade Secure Sales

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