

Managed Security Services Provider Partner

THE IDEAL NETWORKING SUBSTRATE FOR MSSPS

JOIN NOVIFLOW'S MSSP PARTNER PROGRAM

NoviFlow delivers high performance data planes of up to 6.5 Tbps throughput, with the programmability and cost advantages needed to deliver cybersecurity as a core function of every network fabric. We provide the packet handling platforms which make cybersecurity applications shine, increase throughput, scale economically, and enables you to deliver innovative new solutions in record time. Partner with NoviFlow and grow your business and profits by tapping the full potential of [SDN without compromise](#).

PARTNER RESOURCES

Website

<https://noviflow.com>

Product Resource Page

<https://noviflow.com/products-overview>

Marketing support

marketing@noviflow.com

WE DELIVER RESULTS

Empower your business

Ramp up your competitive advantages by adding the performance, agility and powerful features of NoviFlow's data plane to your innovative security solutions. NoviFlow's Cyber Security Solution Partner program is designed to help your business provide unmatched multi-threat security solutions for your customers, while assuring a profitable contribution to your business.

Enable your growth

Accelerate your development, time to market and leverage wirespeed data plane processing up to 100 Gigabits ports at line rate. At NoviFlow, we treat our partners as if they were an extension of the company, so we're constantly creating marketing and enablement programs specifically designed to drive demand.

Lead the industry

Organizations are re-evaluating their existing security strategies to deliver a consistent, seamless, edge-to-endpoint threat posture. With NoviFlow, customers get industry-leading SDN based threat protection from the network perimeter to its core with full visibility and control across network architectures and domains.

INNOVATIVE PRODUCTS

NoviFlow's **NoviWare NOS** is the SDN industry's most complete and highest performance implementation of the OpenFlow 1.3/1.4/1.5 standard for use in switches, WAN IP/MPLS routers, network appliances and other high-performance forwarding planes. It is deployed around the world in NoviFlow's *NoviSwitch* products, and is also offered via software license to OEM and ODM switching platform suppliers. *NoviWare NOS* consists of all the software necessary for a pure-play OpenFlow switch, and currently supports the Mellanox NP-4 and NP-5 network processor and Barefoot's Tofino 6.5 Tbps chipset.

NoviFlow's **CyberMapper** enables NoviWare™ compatible switches (such as NoviFlow's *NoviSwitches* and select commercially available white-box switches) to deliver packet filtering, threat mitigation and load balancing directly in the network fabric in a simple, scalable pizza-box form factor, and at a fraction of the price of conventional threat mitigation solutions.

CyberMapper leverages the power and flexibility of the programmable SDN match-action pipeline to implement fine grain mapping of cyber mitigation events including reputation filtering and load balancing into a DPI security cluster, delivering a high-performance Threat Intelligence Gateway that can process up to 6.5 Tbps in a single switch using open standard interfaces such as OpenFlow, gRPC and soon P4-runtime

BENEFITS

GOLD

SILVER

Customer visit tours – 4/year
 Training programs – 4/year
 Marketing Events/Campaigns – 4/year
 Deal Registration
 Lead Sharing
 Technical Support – On call
 Marketing Support – On call
 Sales Support – On call
 Partner Portal Access
 Access to Customer Demo Environment

Customer visit tours – 2/year
 Training programs – 2/year
 Marketing Events/Campaigns – 2/year
 Deal Registration
 Lead Sharing
 Technical Support – 24h turn around
 Marketing Support – Preferred
 Sales Support – Preferred
 Partner Portal Access
 Access to Customer Demo Environment

GOLD MSSP PARTNER DETAILS

PREREQUISITES

- Ongoing business in networking, telco, cyber security
- Existing customer relationships
- SDN business: partners on the control plane
 - Have minimum of 1 Cisco Certified Internetwork Expert (CCIE) or equivalent

RESPONSIBILITIES

- Sales, Fulfillment, Customer Support
- Hold stock
- Recruit VAR/Sis
- Marketing Materials
- Technical Support to their customers
- SDN lab w/ a NoviSwitch
- 6 & 12 month Performance Reviews

YEAR 1 COMMITS

- Annual sales target of NoviFlow Products and Services
- SDN lab with a NoviSwitch for demos, testing, debugging
- Minimum 2 engineers completed NoviFlow certification

DISCOUNTS

- Volume based discount tiers
- NoviFlow Certified Engineers & Trained Trainers
 - OpenFlow and NoviFlow Experimenters; updated twice per year
 - Additional discount for each fully certified engineer and/or Trainer beyond the 1st certified engineer
- MDF when minimum sales achieved, annually
 - (% of previous year sales)
- Achieved Volume Tiers are rolled over to next calendar year

SILVER MSSP PARTNER DETAILS

PREREQUISITES

- Ongoing business in networking, telco, cyber security
- Existing customer relationships
- SDN business: partners on the control plane
 - Have minimum of 1 Cisco Certified Internetwork Expert (CCIE) or equivalent

RESPONSIBILITIES

- Sales, Fulfillment, Customer Support
- Hold stock
- Recruit VAR/Sis
- Marketing Materials
- Technical Support to their customers
- SDN lab w/ a NoviSwitch
- 6 & 12 month Performance Reviews

YEAR 1 COMMITS

- Annual sales target of NoviFlow Products and Services
- SDN lab with a NoviSwitch for demos, testing, debugging
- Minimum 1 engineer completed NoviFlow certification

DISCOUNTS

- Volume based discount tiers
- NoviFlow Certified Engineers & Trained Trainers
 - OpenFlow and NoviFlow Experimenters; updated twice per year
 - Additional discount for each fully certified engineer and/or Trainer beyond the 1st certified engineer
- MDF when minimum sales achieved, annually
 - (% of previous year sales)
- Achieved Volume Tiers are rolled over to next calendar year

NOTE: All information presented in this document is provided as is WITHOUT ANY WARRANTY, EXPRESS OR IMPLIED, and is subject to change without notice. Copyright © 2019, NoviFlow Inc.

PROGRAM APPLICATION PROCESS

1. Initiate the Program application process by either filling out the form available online at <https://noviflow.com/value-added-channel-partner/> or by sending an email to partners@noviflow.com with the product name(s) to be validated for integration, along with email address and phone number of the business and technical contacts for the solution integration.
2. NoviFlow will review and respond to the request with follow-up engagement to collect the relevant business and technical information.
3. NoviFlow will work with the partner to execute the NoviFlow MSSP Partner Agreement.
4. Upon execution of above agreement and NoviFlow executive agreement to proceed NoviFlow will welcome the partner into the Program.
5. The partner may need to initiate technical validation by purchasing the appropriate NoviFlow equipment for developing, testing and validating the solution.
6. The partner may need to provide NoviFlow with remote access to their testing facilities and solution documentation in order to provide development support.
7. The partner will work with NoviFlow to develop a joint solution brief as well as a technical solution brief, sales enablement, and go-to-market plan as appropriate.
8. The partner will ensure the validation of solution integration is kept current over time.
9. Upon review and approval of the above steps, the partner and NoviFlow will each provide their respective branding logos for marketing purposes.
10. The NoviFlow Value Added Channel Partner website will be updated with the new partner listing and the new partner branding logo.
11. The partner will update their website with information on the partnership with NoviFlow and with the NoviFlow logo.