

# CHECK POINT PARTNER PROGRAM SPECIALIZATIONS

Sell security solutions. Train. Manage. Consult. Build new customer channels. Partners can choose the specialties that best match their business interests. We encourage partners to pursue as many areas as they feel comfortable supporting.

## Why partner with Check Point?

- Leverage Check Point security solutions, helping your customers protect their networks
- Access the latest software, hotfixes, upgrades, and releases
- 24/7 back up support by Check Point Global Technical Assistance Centers (TAC)
- Online tracking of service requests
- Documented support cases to resolved service requests faster
- Free online product training and guides
- Direct marketing, sales and advertising tools and templates
- Right to use Check Point partner logos
- Build your company's reputation in the IT Security market and increase profits



## Expand your business with a leader in IT Security

Enhance your business and take advantage of the wide range of partnership opportunities with Check Point. Partner with Check Point and build your company's reputation and business as an IT security expert. Our resources, programs, and support will help you succeed and increase your profits.

## Choose your Specialty

Which Check Point relationship best aligns with your company's products, services, expertise, resources and goals? We offer the following programs to help you get the support you want:

- Enterprise Channel Partner
- Small Business Channel Partner
- Service Provider
- Training Partner
- Distributor

## Channel Partner

Learn how to resell our products with the Channel Partner program. Focus on selling a specific product family or market Start at the 2-star level focused on selling a specific product family or market and grow from there. Span across multiple products, markets, and higher volumes of sales with additional resources and tools as you grow into the 3-Star and 4-Star levels.

	★ ★ ★ ★	★ ★ ★ ★ ★	★ ★ ★ ★ ★
Annual Products Growth	-	✓	✓
Technical Certifications CCSE*	-	2 (3**)	3 (5**)
On line Sales Certifications*	1	3	6
Reps/SEs at Joint SKO	1	3	5

\* At least 80% of workforce  
\*\* For CCSP Partners

## Service Provider

Be a part of our highly-skilled resellers and integrators who are committed to providing quick, accurate, world-class support. Choose from a variety of programs:

- Certified Service Provider (CSP) in the U.S. and Canada
- Certified Collaborative Support Provider (CCSP) globally (non U.S and Canadian)
- Managed Service Provider (MSP) for Enterprise and Small Business
- Appliance Certified Service Provider
- Appliance Enterprise Support (ACE)
- Endpoint Certified Service Provider

### Service Level Agreements for Service Providers

Collaborative Enterprise Support (CES)	Co-Standard Support	Co-Premium Support	Co-Elite Support
Latest Hot Fixes and Service Packs	√	√	√
Major Upgrades/Enhancements	√	√	√
Access to Secure Knowledge	Advanced	Expert	Expert
Unlimited Service and Support	9 x 5 business days	24 x 7 every day	24 x 7 every day
Committed Response Time	4 hours	30 minutes	30 minutes
Support Focal Point	Support Desk Engineer	Premium Support Engineer	Premium Support Engineer

## Training Partner

A strategic partnership dedicated to providing high-quality education, our Authorized Training Center (ATC) Program offers convenient access to the latest technical product training. We develop detailed course materials, lab exercises instructor guides, sales, and marketing materials. The ATCs provide certified instructors, facilities, and training resources and are the main education contacts for Check Point customers.

## Small and Medium Business Partner

Help protect small businesses with a single security solution that protects all their security needs. Sell seamless security that works where small business works and is an easy add-on to any security solution. Add our award-winning firewall gateway for advanced malware prevention that protects against viruses and dangerous websites.



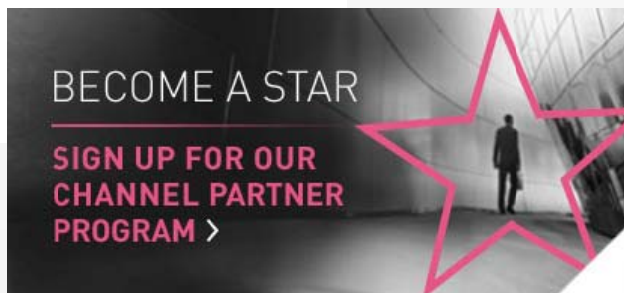
## Distributor

Are you a large experienced reseller with a proven market track record? Strengthen your IT security business by becoming a Certified Distributor. Develop markets by recruiting and cultivating your own resellers through this program. Our Certified Distributors perform important value-added services on behalf of Check Point, including managing reseller relationships, processing reseller orders and supporting resellers.

## Get Started Today

We are a 100% channel-driven company and our partners are the best in the security industry. As a partner you gain immediate access to accelerated sales team training, free certification and training for your technical team, and co-op funds to grow your business.

[Sign up for a Check Point Partner specialization today](#) or email us for more information at [cpp@checkpoint.com](mailto:cpp@checkpoint.com).



### CONTACT US

**Worldwide Headquarters** | 5 Ha'Solelim Street, Tel Aviv 67897, Israel | Tel: 972-3-753-4555 | Fax: 972-3-624-1100 | Email: [info@checkpoint.com](mailto:info@checkpoint.com)  
**U.S. Headquarters** | 959 Skyway Road, Suite 300, San Carlos, CA 94070 | Tel: 800-429-4391; 650-628-2000 | Fax: 650-654-4233 | [www.checkpoint.com](http://www.checkpoint.com)