



A big business opportunity for you



We support our channel partners like no other vendor

The BullGuard Advantage Partner Programme is all about putting our channel partners first – helping them boost their profits and grow their businesses whilst keeping their customers safe online.

Voted Best Software, Services and Support Vendor 2018 and 2019 by PCR

**PCR
AWARDS
2019
WINNER**

**PCR
AWARDS
2018
WINNER**

**CRN
SALES
& MARKETING
AWARDS 2019
BEST PARTNER PROGRAMME
WINNER
BULLGUARD**

Voted Best Partner Programme 2019 by CRN

Our Reseller partner programme is acknowledged as the best in the industry:

- 1 Award-winning products, designed for home users and small businesses
- 2 Some of the highest profit margins in the industry
- 3 Greater returns for resellers managing customers' subscriptions
- 4 Customers who self-renew, earn the reseller 25% Revenue Share
- 5 Expert 24/7 technical support for you and your customers
- 6 Sales support, Free POS and helpful product guides



We're putting more business opportunities on the table

Experience the BullGuard advantage in a whole new market.

Small Office Security

Your business customers have never been more vulnerable to cyber-crime. Which is why our new Small Office Security is good news for them and a great business opportunity for you.

Small Office Security is designed specifically for the needs and demands of small businesses – with up to 50 PCs, Macs and Android Smartphones & Tablets. Unlike our competitors it's not a cut-down Enterprise product, nor a re-packaged consumer product; it's built specifically for the needs and demands of this audience. It combines award-winning, tailored online protection with an extremely easy-to-use administration portal that simplifies installation, daily management and issue resolution.

It's a big opportunity for resellers

We give our reseller partners all the support they need to provide a first-class product and service to their customers whilst maximizing their revenue and profits.

BullGuard is acknowledged to provide the best channel support programme in the industry and our Small Office Security product is a 100% channel solution – all product sales will go through our network of selected authorised reseller partners.

The Small Office Security product gives resellers the flexibility of managing their business customers' security as much or as little as they want.

Small Office Security is a great opportunity for resellers to get hands-on with their customers' online security and manage their subscriptions. As well as helping to build relationships and long-term margin-share, it provides them with opportunities for selling-in additional products and services.

For customers who renew their licenses themselves online, our Revenue Share kicks in giving you 25% share of every license renewal – for the life of the product.

It helps resellers open up a whole new market or take maximum advantage of their SMB customer base.

Partner in our products,
share in our success

As an Advantage partner you'll be giving your customers the best in online protection and the best revenue and profit opportunities for your business.

- **100% Channel Focused**

Small Office Security is available exclusively through the Channel and only through authorised partners

- **Trust**

You can trust BullGuard to deliver Small Office solutions which are well designed, simple and easy to deploy & manage, leveraging the experience gained from our Consumer portfolio

- **Margin**

We aim to deliver the best up-front and downstream renewal margins making BullGuard Small Office Security the perfect opportunity to drive additional revenue and profit.

- **Flexibility of products**

Products will be available from distribution partners and will be fully customizable in terms of device count and extendibility

- **Customer retention**

We want to protect your investment with your clients, we want our Channel partners to own the renewal process year after year, so we provide you with weekly reports detailing licenses which are due to renew or trials which are about to expire.

- **Dedicated local Partner Account Manager**

We want to work with you and support your business

- **Additional sales**

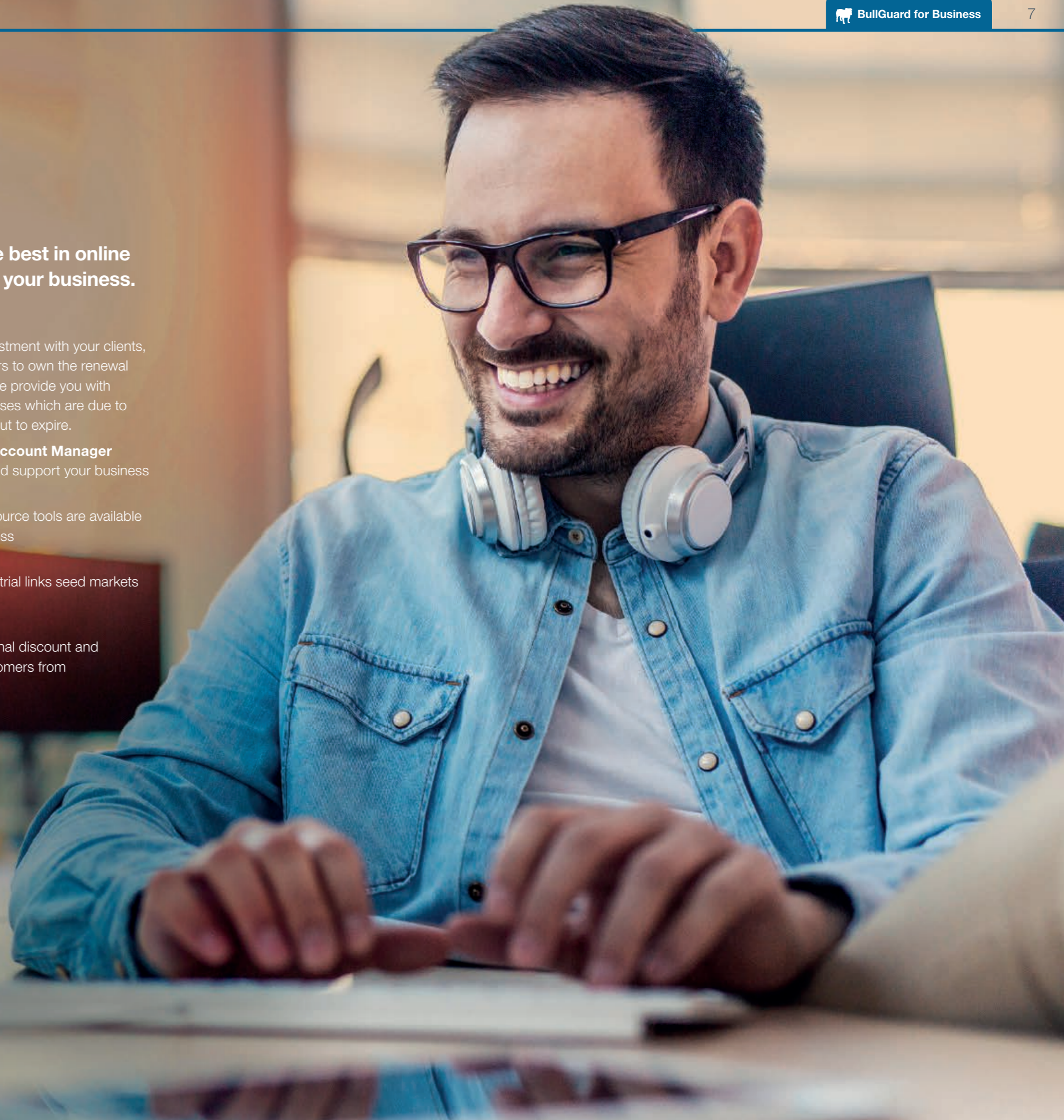
Demand generation and resource tools are available to help you grow your business

- **Free trials**

NFR licenses and dedicated trial links seed markets and build sales

- **Incentives**

Opportunities to gain additional discount and margin for cross-selling customers from competitors' products






Small Office Security. Good news for your business customers and a great business opportunity for you.

For resellers with an existing customer base of small businesses, Small Office Security gives resellers a great new business opportunity. And for resellers not currently selling into the Small Business sector it can open up a whole new lucrative market.

Small Office Security is the product that your business customers need and one that will continue to generate a profitable revenue stream for the life of the product.

Small Office Security in a nutshell

Antivirus	PC  	Uses multiple scan engines that combine real-time and on-demand scanning.
Safe Browsing	PC	We monitor your online activity and warn you if you are about to access links created by cybercrooks to access your computers or data.
Firewall	PC	An intrusion detection system protects every endpoint device against network attacks.
Content filtering	PC	Block and manage websites your staff may visit.
Antitheft		Locate, lock and wipe mobile devices when lost or stolen.

Multi-award winning, triple-layered protection, blocks all types of malware threats, prevents access to malicious websites and stops ransomware in its tracks, keeping your small-office customers safe – always. BullGuard Small Office Security couldn't be simpler to deploy, use and manage, allowing your customers to get on with the day-to-day running of their businesses.

A simple, single-point administration portal

The simple to use, cloud-based portal is designed specifically for small offices so you can manage all aspects of your company's online security.

Application Deployment

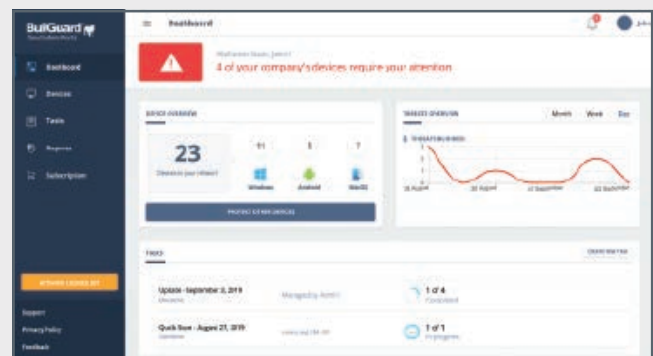
Just email the employees you need to protect – they simply click on the "Download" button and install the app.

Network Security Status

The portal provides a clear and simple overview of the real-time security of all your devices and alerts you to any possible problems.

Instant Issue Resolution

We alert you to security issues, we suggest remediation, you take action and the problem is resolved, in seconds.



Remote Commands

You can remotely scan and update the devices in your network, manage quarantined files, send antitheft commands to mobile devices, and disable or enable installations from your subscription.

Get the BullGuard Advantage now
bullguardadvantage.com

