

October 2022



Security that's ready for anything



Your Exclusive Networks / Netskope Hosts



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Channel Sales Manager
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Introduction

Why Netskope?

Why Partner With
Netskope?

How to Partner
With Netskope?

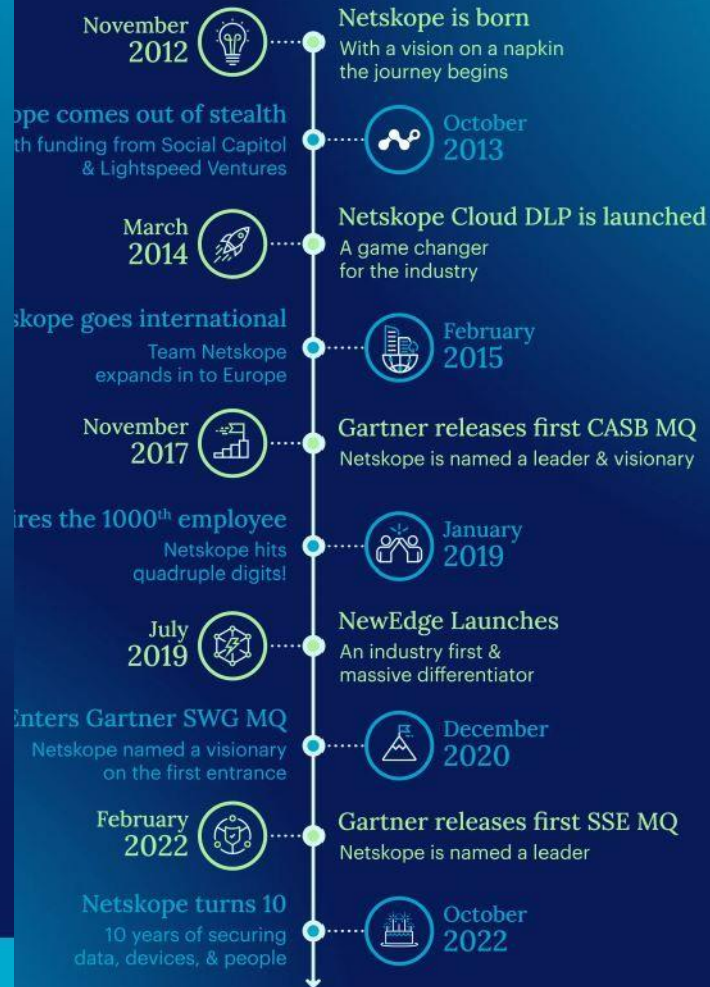


10 years & just getting started

2012 →



Netskope is 10!





10⁺
years
& just getting
started

netskope's 10th birthday

12/10/22



10⁺
years
& just getting
started

netskope's 10th birthday

12/10/22





Why Netskope?

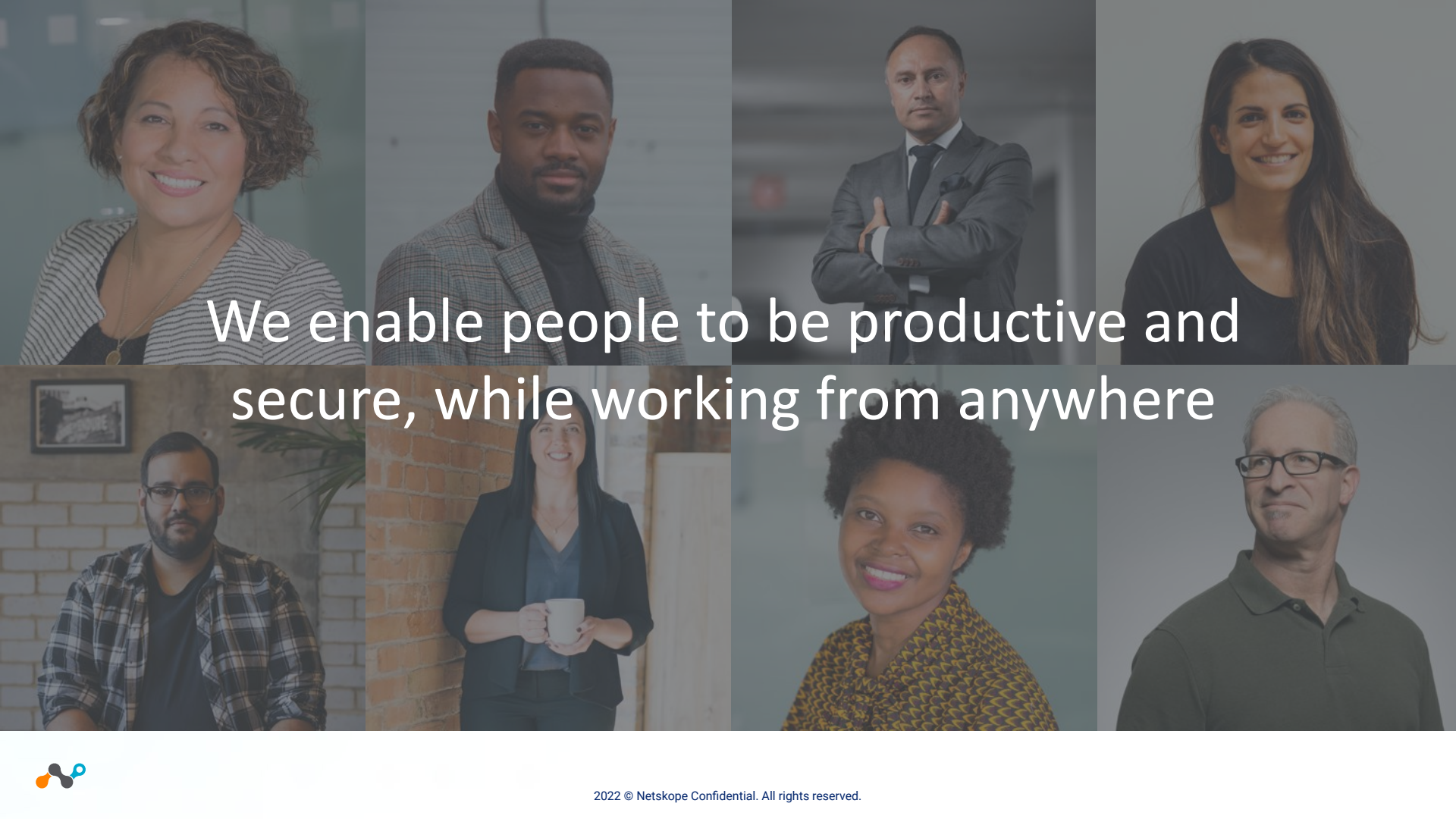
Neil Thacker - CISO EMEA



Security

Cloud smart





We enable people to be productive and
secure, while working from anywhere



Netskope - The Leader in SSE



“Leader” in the 2021 IDC MarketScape for Worldwide Cloud Security Gateways



Source: IDC MarketScape: Worldwide Cloud Security Gateways 2021 Vendor Assessment, by Christopher Rodriguez, November 2021, IDC # US4833621
IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5 year time frame. Vendor market share is represented by the size of the circles.



“Leader” in the 2022 Gartner Magic Quadrant for Security Service Edge

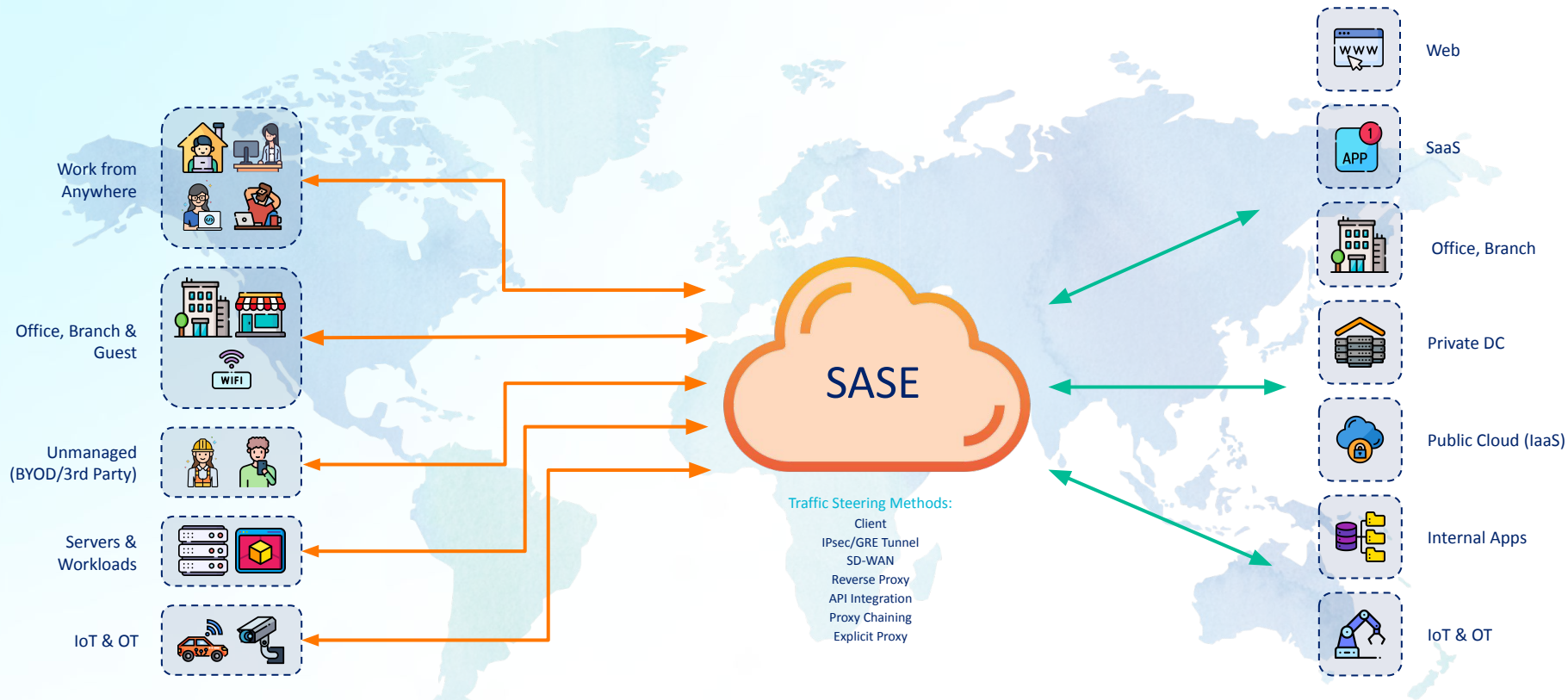


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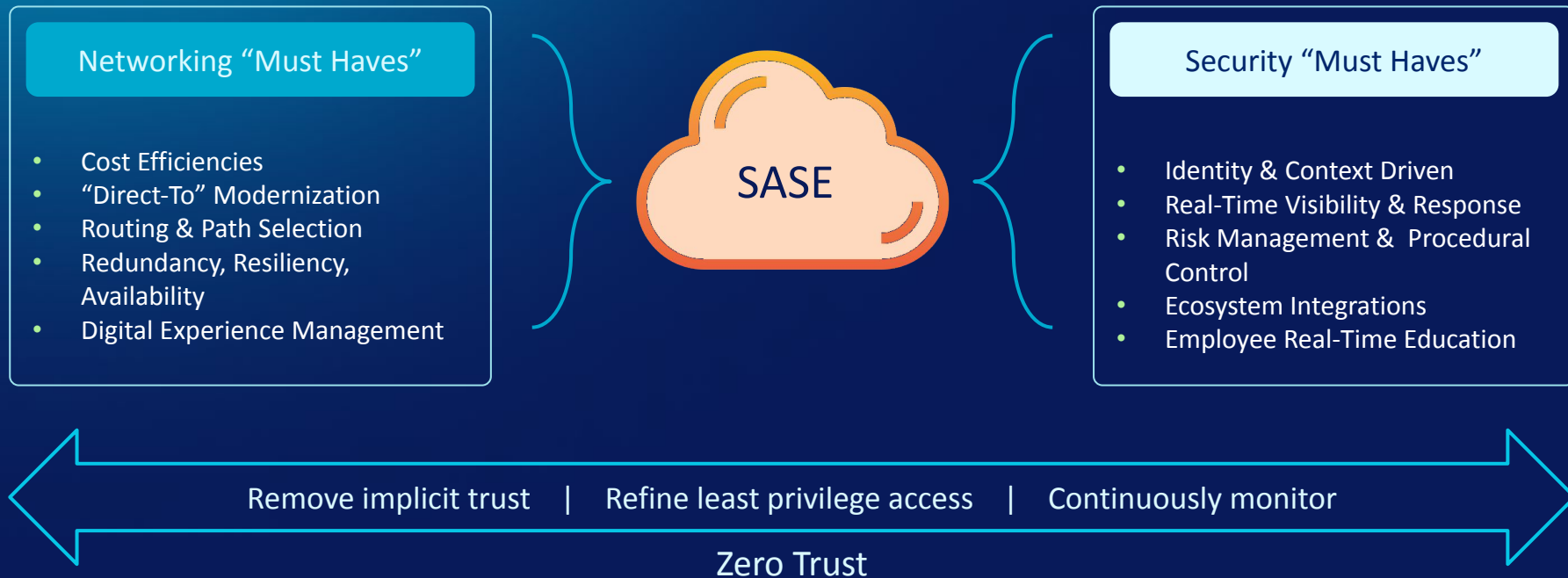
* Gartner Magic Quadrant for Security Service Edge, Nat Smith, et. al., January 2022



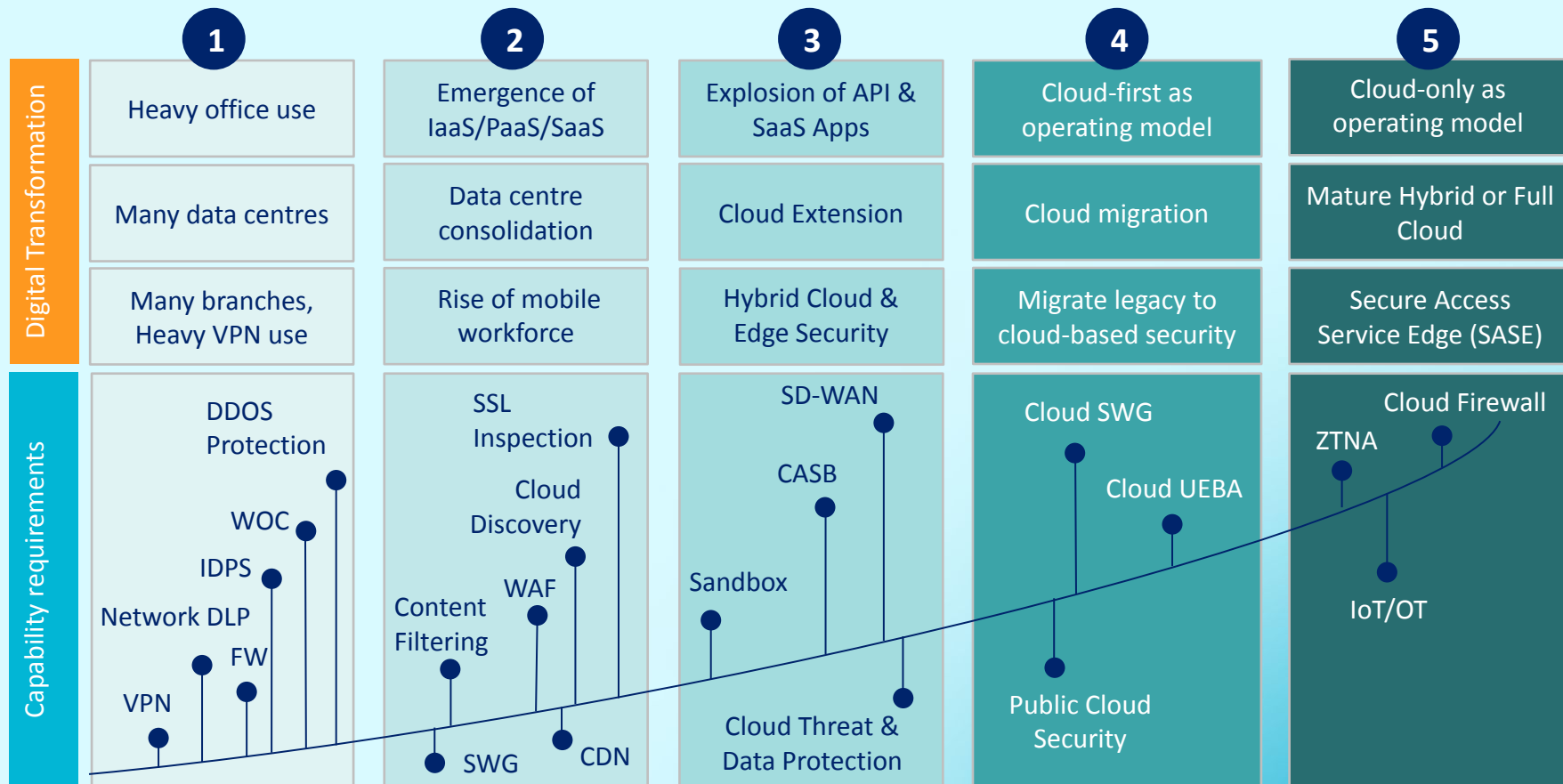
Secure Access Service Edge (SASE)



Convergence of Networking & Security Requirements



Journey to Secure Access Service Edge (SASE)



Essentials for a Modern Security Strategy

What is in scope to demonstrate Business Value?

1



Protect Against Advanced Threats

Stop threats *before* they get to the endpoint

- Sandboxing & Browser Isolation
 - Cloud IPS
 - Insider Threats
- Phishing & Ransomware
- Risk Score & Intel Sharing

2



Control Sensitive Data Propagation

Understand the *context* of user actions in relation to your data

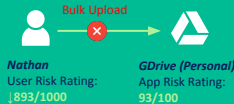


3



Visibility & Control of Shadow IT

Control *usage & risk* across SaaS, IaaS, and Private Apps

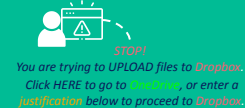


4



Control Access & Coach Users

Provide *risk-based* Conditional Access with user warnings

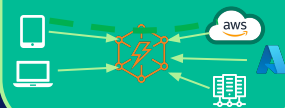


5



Zero Trust Access

Provide access to internal apps without exposing the *perimeter*



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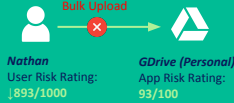


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Visibility & Control of Shadow IT

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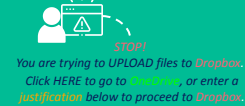


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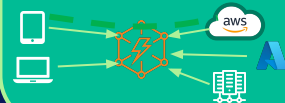


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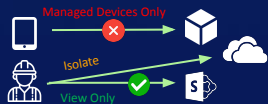


6



Provide Secure Access to BYOD & 3rd Parties

Real-time security & access controls in a *clientless* manner



7



Secure Internet Breakouts, Workloads, & SD-WAN

Understand the *context* of user actions in relation to your data



8



Track SaaS & IaaS Standards Compliance

Continuous *assessment* of your IaaS environments & SaaS apps



9



Digital Experience Management (DEM)

End-to-end *performance* monitoring to ID & triage issues



10

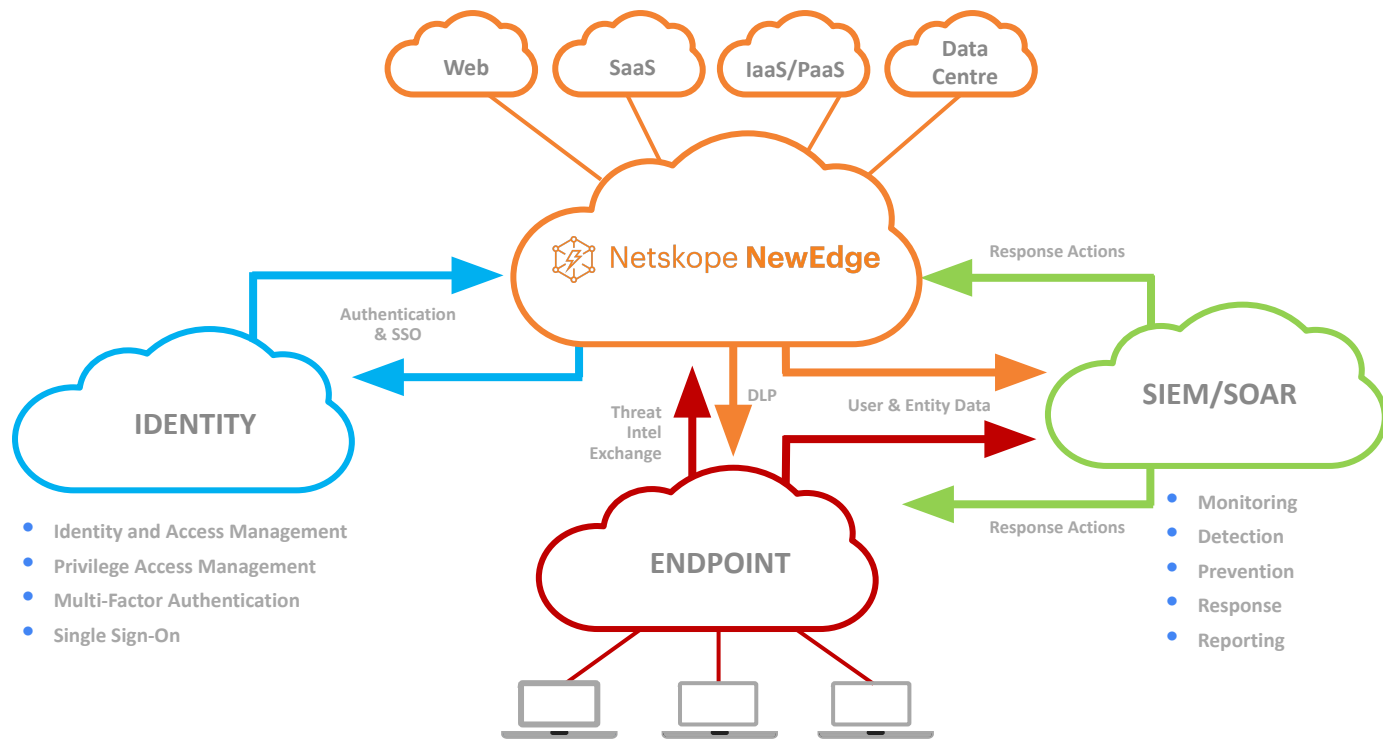


Integrate with & Facilitate Intel Sharing b/w Vendors

Ensure your *vendor ecosystem* works together



Ecosystem Integration Model



Business Value with SASE

Business value is optimized by finding the right balance of agility, risk and cost



Source: <https://www.netskope.com/lp-esg-economic-validation>



Key Business Outcomes

1

Improve user experience

The Internet becomes the new corporate network with improved response times

Increase performance with direct access and cloud peering

2

Securely enable the use of Cloud

Control access to 1000's of cloud apps and cloud infrastructure

Apply inline cloud and retrospective API controls

3

Apply data protection

Apply context-based policies to all web, email and cloud traffic

Govern data use in the cloud. Know where data is, map data flows and coach employees

4

Apply threat protection

Identify and block new threats that emerge from the web, email, cloud and device

Block malware, phishing, drive-by, C&C etc

5

Manage cloud and third-party risk

Assess each cloud application/service and apply risk-based policies to block, educate and provision secure access

Reduce third-party risk

6

Reduce costs through transformation

Consolidate controls with a Zero-trust, Risk-based & Data-centric suite of controls

Reduce existing costs by up to 30%





Why partner with Netskope / State of the nation

Xavier Duyck - VP Nordics & DACH

Partners

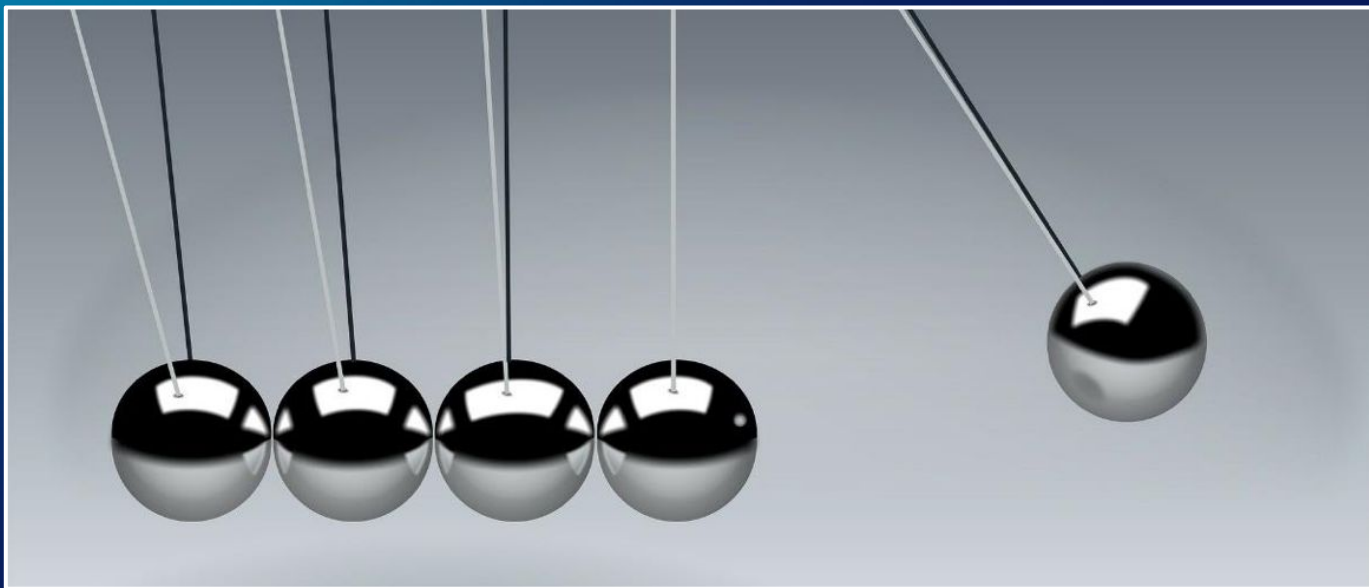


Data

Why partner with Netskope

- The people
- The product
- The Strategy
- and a true Partnership

Netskope Market Momentum



New Program | New Solutions | New Acquisitions | New Certifications | New Logos

Continued Innovation

Platform for Truly Converged Cloud, Data and Network Security

IoT device discovery, visibility,
classification, and security

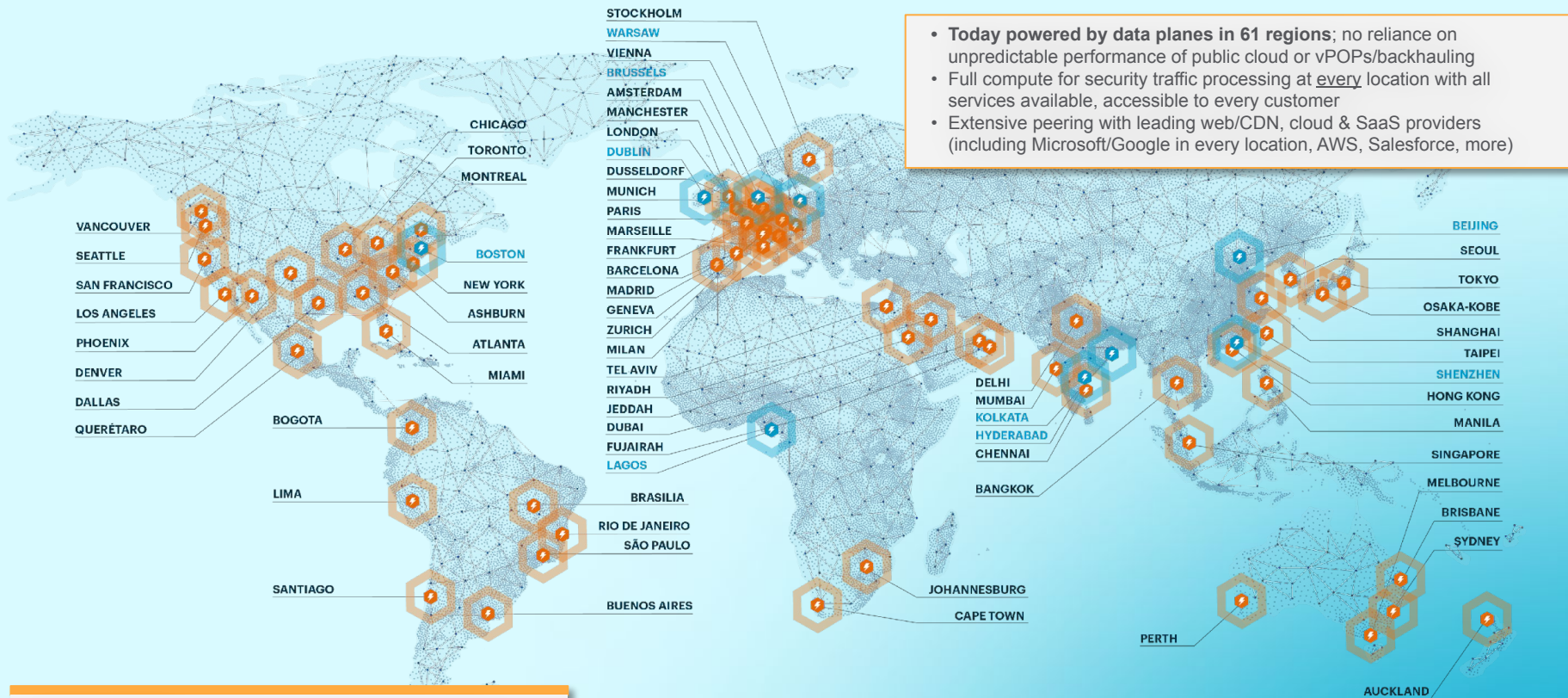


Zero trust security with network
optimization



World-class NewEdge global coverage today

More locations with full compute SSE services – *at the edge, closer to users* – than any other SASE vendor



Customers — Blue Chip Success at Scale

FINANCIAL



RETAIL/HOSPITALITY



HEALTHCARE/LIFE SCIENCES



HIGH TECH/MEDIA



MANUFACTURING



OIL/GAS



GOVERNMENT/EDUCATION



UTILITY



OTHER





How to partner with Netskope?

Alina Todiras - Channel Manager Nordics

People



Data

New Evolve Partner Program Levels

Authorised

- Partners who are new to the program start at the Authorised level
- Partners must execute at least two new business transactions to remain in the program



Gold

- Our Gold partners promote Netskope in their local and regional sales territories
- These partners are driving revenue and have met sales and technical training requirements



Platinum

- These partners are the most engaged with Netskope across their organizations
- They effectively promote, sell and demonstrate Netskope technology



2022 Evolve Partner Program Requirements

Requirement	Authorized	Gold	Platinum
Netskope Solution Provider Agreement	Y	Y	Y
Partner Website Presence	Y	Y	Y
Business Plan	n/a	Bi-annually	Quarterly
New ACV Revenue	At least 2 transactions totaling no less than \$10,000 USD in new customer business	Mature: \$2M USD Emerging: \$150,000 USD	Mature: \$5M USD Emerging: \$500,000 USD
Sales Accreditations	1	Mature: 6 Emerging: 3	Mature: 15 Emerging: 4
Technical Accreditations/Certifications	1	Mature: 3 Emerging: 1	Mature: 5 Emerging: 2
Demand Generation	n/a	Mature: 2 per year Emerging: 1 per year	Mature: 4 per year Emerging: 2 per year
Customer Success Stories	n/a	Mature: 1 per year Emerging: 1 per year	Mature: 3 per year Emerging: 2 per year

Two Ways to Get Deal Registration!

1 Deal Registration Initiated

Source: Partner submits the deal registration through the partner portal

Duration: 90 days with additional extensions if requested

Process: Registration routes to channel manager and sales team for review

2 Deal Registration Protected

Source: Existing Netskope opportunity

Duration: Life of the opportunity

Process: Netskope sales chooses to share an opportunity with a partner who can add value to the sales/technical process of the deal

+ Enablement

People



+

Data

Netskope Academy Partner Training & Certification FY23

Netskope Accreditation	Course	Training Time	Training Type	Prerequisite Accreditation	Partner Price
	Netskope Cloud Security Sales Associate	2 hours	Self-paced eLearning	N/A	N/A

Netskope Accreditation	Courses	Training Time	Training Type	Prerequisite Accreditation	Partner Price
	Netskope Security Cloud Introductory Online Technical Training	4.5 hours	Self-paced eLearning	N/A	N/A
	Netskope Security Cloud Hands On Lab	4 hours	Instructor-led, virtual or in-person	N/A	N/A

Netskope Certification	Course	Training Time	Training Type	Prerequisite Accreditation	Partner Price
	Netskope Security Cloud Operation and Administration	2.5 days	Instructor-led, virtual or in-person	Netskope Cloud Security Specialist	N/A

Netskope Certification	Course	Training Time	Training Type	Prerequisite Accreditation	Partner Price
	Netskope Security Cloud Implementation and Integration	3 days	Instructor-led, virtual or in-person	Netskope Cloud Security Administrator	N/A

Netskope Certification	Courses	Training Time	Training Type	Prerequisite Accreditation	Partner Price
	Netskope Security Cloud Activation and Adoption eLearning	12 hours	Self-paced eLearning	Netskope Security Cloud Integrator	N/A
	Netskope Security Cloud Activation and Adoption Hands-on Lab	2 days	Instructor-led, virtual or in-person	Netskope Security Cloud Activation and Adoption eLearning	N/A

Netskope is proud to offer eLearning and instructor-led courses for sales, pre-sales technical, and post-sales technical training.

Netskope Partners can [click here](#) to access the Netskope Academy eLearning catalog, or use the links in the table left to go directly to more information about any course.

[Click here](#) to access the help guide for Netskope Academy eLearning

Cloud Security Administrator

<https://resources.netskope.com/netksope-security-cloud-operation-and-administration-nscoa-classroom-training>

Cloud Security Integrator

<https://resources.netskope.com/netksope-security-cloud-implementation-and-integration-nscli-classroom-training>

Got a question about training courses or accreditations?

Contact us at training@netskope.com.



**QUIZ
TIME!**

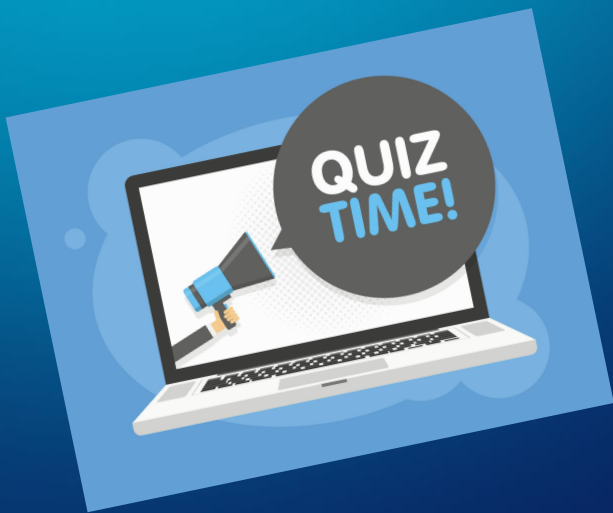
First correct answer in the chat WINS



1. In which Gartner Magic quadrant is Netskope a Leader?



2. What are the 3 levels in the Netskope Evolve Partner Program?



3. How many years is Netskope in Business?

