

YOUR GUIDE TO NETSKOPE

REIMAGINE YOUR PERIMETER

THE NETSKOPE SECURITY CLOUD PROVIDES UNRIVALLED VISIBILITY
AND REAL-TIME DATA AND THREAT PROTECTION WHEN ACCESSING
CLOUD SERVICES, WEBSITES, AND PRIVATE APPS FROM ANYWHERE,
ON ANY DEVICE

Contents

03	Product Overview
04	Project Examples
05	Partner Programme
06	Services and Training
08	Meet the Team

Introduction

Cloud security that is data-centric

The rapid adoption of cloud apps, services, and mobile devices has resulted in data going to places where traditional security technology is blind. Netskope takes a data-centric approach to cloud security, following data everywhere it goes. From data created and exposed in the cloud to data going to unmanaged cloud apps and personal devices, Netskope protects data and users everywhere.

What is SASE?

Secure Access Service Edge (SASE) – defined by Gartner – is an emerging framework for the convergence of networking and network security services within a global cloud-based platform.

A SASE architecture is capable of identifying users and devices, applying policy-based security controls, and delivering secure access to the appropriate applications or data. SASE makes it possible to provide secure access regardless of where users, data, applications or devices are located.

Benefits of SASE

Netskope's born-in-the-cloud solutions already compliment Gartner's SASE approach bringing these benefits to customers:

- Flexibility
- Cost Savings
- Reduced Complexity
- Increased Performance
- Zero trust network access
- Threat protection
- Data protection

Product Overview



Why Netskope?

Netskope are the only security vendor that accelerates your digital transformation journey with a proven security platform that is data-centric, cloud-smart, and as fast as your business.

Help you customers secure their digital transformation journey

The Netskope Security Cloud empowers the largest organisations in the world with the right balance of protection and speed they need to enable business velocity and secure their digital transformation journey.

Next Generation Secure Web Gateway (NG-SWG)

Its time for customers to move on from legacy SWG which are blind to new threats – Netskope's Next Gen secure web gateway (NG-SWG) is cloud-native and prevents threats, protects data, filters websites, and controls cloud apps to protect data and users in all locations on any device.

CASB

Netskope has the market-leading CASB solution which secures cloud applications by providing advanced data protection, threat detection, and adaptive access policy control.

Public Cloud Security

We know that public cloud usage is pervasive (like AWS, Azure, Google Cloud) and protecting customer data in these environments is critical too. Advanced Cloud Security Posture Management (CSPM) solution that helps SecOps teams secure their public clouds with a combination of API and inline protection.

Private Access

Help you customers move away from legacy VPN technologies (not designed for today's modern computing needs) to a Cloud-native Zero Trust Network Access (ZTNA) solution that provides secure access to private applications in the public cloud and data centers.

NewEdge

Your customers get to use one of the world's largest and fastest security networks, enabling the Netskope security cloud to deliver real-time security without the traditional security and performance trade-off.

Project Examples

Who was the customer: Merchant Bank

Source: Channel, Deal Registered

Who was the competitor: Forcepoint and PAN

What was the use case: Shadow IT visibility and control- 'we can't control what we can't see'. A Secure Web Gateway which covers ALL users, remote or onsite, with direct-to-net coverage, as they currently have to backhaul traffic, which is impacting user experience. DLP and granular policy enforcement for ALL of their cloud apps, instead of blocking, so they can safely enable usage where required

How long was the sales cycle? 4-5 months. This got brought into 2020 FY because their budget had shrunk next year due to Covid. The lack of Cloud App visibility was on their risk register and an audit point, hence it was critical to address

Future upsell: ZTNA (Zero trust Network Access) solution (Netskope Private Access) to replace current solution and IaaS Security/posture management

Why Netskope? Single Platform for CASB, DLP and Web, with emphasis on a very strong SWG, DLP and Shadow IT Visibility and Control

How large was the deal? £450k, 3 year deal

How much margin did the partner make? 20%

Who was the customer? Loyalty and Benefits Company

Source: Channel, Deal Registered

Who was the competitor? Forcepoint

What was their use case? Replace existing Forcepoint proxy/web gateway as it wasn't rolled out to ALL users and they had seen poor performance. Netskope was bought and deployed in 6 weeks for all users, with even more web security policies configured than Forcepoint, so it's been a huge success! Customer is very happy and is now looking at adding our CASB/DLP capabilities.

How long was the sales cycle? 4 weeks. No POC because Netskope caught them just before their FP renewal was due.

Future upsell: Zero Trust Network Access and upgrade to DLP

Why Netskope? Trusted customer/partner relationship, strong demo and as they have plans to review Cloud DLP/CASB, it made sense to invest in the platform where they could add this visibility down the line

How large was the deal? £120k, 3 year deal

How much Margin did the partner make? 30%



Partner Programme

Benefits	Authorised	Preferred	Details
Base Discount	Yes	Yes	For Opportunities without Deal Registration
Additional Deal Registration Discount	15%	25%	Deal registration must contain all the valid information requested in order for Netskope to process
Marketing Funds	No	Yes - (based on the Annual Business Plan)	Preferred Partner funding requests will be reviewed as priority
Training (Technical)	Provided based on commitment to revenue target	Provided based on commitment to revenue target	Preferred Partners eligible for 3 pre-sales (ILT) SE's at no cost
NFR (Demo) License	Discounted NFR (Demo) Tenant (max 50 users)	Discounted NFR (Demo) Tenant (max 50 users)	All partners advised to have a demo environment
Requirement	Authorised	Preferred	Details
Revenue Target	\$250k	\$1m	Per annum revenue to Netskope
Annual Business Plan	No	Yes	Quarterly review cadence must be adhered to
Netskope Sales Training	2 – colleagues to have completed the sales training	4 – colleagues to have completed the sales training	Accessed online via our Partner Portal
Netskope Technical Training	Maintain at least 1 accredited engineer	Maintain at least 3 accredited engineers	A 5-day ILT course with mandatory assessment [but can be completed via distance learning]

Partner Programme

At Netskope, we are 100% committed to selling through our channel partners. That means the only way we grow our business and capture market share from the competition is by enabling our partners to be the best in the marketplace. Our sales organisation is dedicated to helping you when you sell, and you're ensured the best possible support and resources as you sell to and grow your customer base.

You can visit our Netskope Partner Portal at

<https://partners.netskope.com>

If you have any questions, please reach out to:

partners@netskope.com

Regional Channel Manager – Charlotte Shone

cshone@netskope.com



Services & Training

Training

Exclusive Networks can offer full Netskope technical demonstrations to and through partners to end users.

We can work with you to get sales and technically certified with Netskope. From set-up through to completion we are here to support you throughout the process. The image to the left outlines the current sales and technical training courses available online.

Check out Netskope's full online training course line up for Account Executives and Sales Engineers via the Netskope partner portal:

<https://partners.netskope.com/prm/English/c/training>

Course Name	Audience *	Training Time	Training Type	Prerequisite	Partner Price
Introduction to Next-Generation Secure Web Gateway (NG-SWG)	AE, SE	20 minutes	Self-paced	N/A	no cost
Introduction to Netskope Private Access	AE, SE	20 minutes	Self-paced	N/A	no cost
Introduction to Netskope SaaS	AE, SE	20 minutes	Self-paced	N/A	no cost
Introduction to Netskope IaaS	AE, SE	20 minutes	Self-paced	N/A	no cost
Netskope NewEdge	AE, SE	20 minutes	Self-paced	N/A	no cost
Netskope Architecture for Sales Engineers	SE	1.5 hours	Self-paced	N/A	no cost

Introductory Technical Training

Course Name	Audience *	Training Time	Training Type	Prerequisite	Partner Price
Netskope Cloud Security Workshop	SE	4 hours	Instructor-Led	Basic Training	no cost
Netskope Security Cloud Introductory Online Technical Training	SE	4.5 hours	Self-paced	Basic Training	no cost



Cloud Security Administrator

Course Name	Audience *	Training Time	Training Type	Prerequisite	Partner Price
Netskope Security Cloud Operation and Administration	SE, SA	2 days	Instructor-Led	Netskope Security Cloud Introductory Technical Training	contact us



Cloud Security Integrator

Course Name	Audience *	Training Time	Training Type	Prerequisite	Partner Price
Netskope Security Cloud Implementation and Integration	SE, SA	3 days	Instructor-Led	Netskope Security Cloud Operation and Administration	contact us

Services & Training

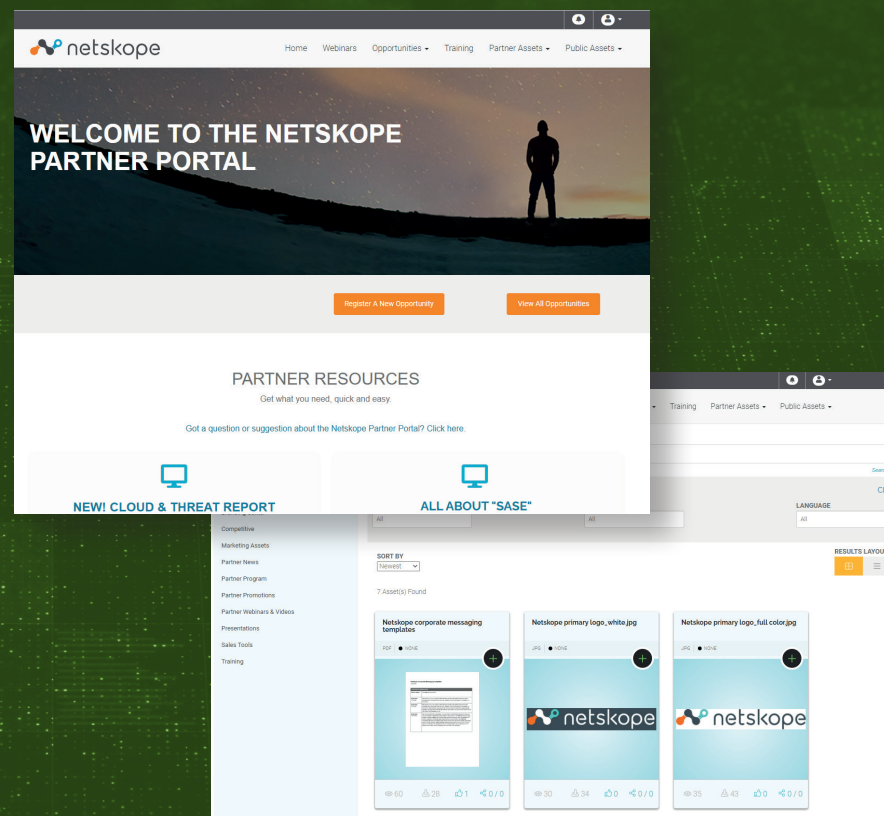


Marketing

You will have dedicated marketing contact to get you up and running with your go to market Netskope strategy. Whether you are after content generation, email campaigns-in-a-box or more bespoke options, your dedicated marketing resource will be able to help plan and execute becoming an extension to your team.

Resources available to you include:

- Dedicated Exclusive Networks marketing support
- Netskope partner portal: brand guidelines, email campaigns, co-brandable assets.
- Develop and nurture leads with email marketing
- Social Media marketing
- Planning or bespoke campaigns to meet your objectives
- Marketing Development Funds (for qualifying partners)



2/2

Meet the Team

For any further questions around Netskope please do not hesitate to contact the Netskope dedicated team.



Ben Turnbull

Vendor Manager

BTurnbull@exclusive-networks.com



Mark Parr

Business Unit Director

mparr@exclusive-networks.com



Rachel Hounsell

Internal Product Sales Specialist

rhounsell@exclusive-networks.com



Emily Bateman

Vendor Marketing Manager

ebateman@exclusive-networks.com



Nathan Johnson

Security Consultant

NJohnson@exclusive-networks.com



Luke Stratton

Security Consultant

LStratton@exclusive-networks.com