



FileWave Global Partner Program

Discover the most efficient solution in device management.





Welcome to the FileWave Partner Program

At FileWave, we believe strong partnerships are the key to unlocking meaningful, scalable growth—for both your business and ours. As the demand for unified, cross-platform device management continues to surge, we know there's never been a better time to build lasting value together.

This guide outlines what you can expect when partnering with FileWave: clear value, committed support, and a product built to solve real challenges for IT teams across education, enterprise, and government sectors.

Whether you're looking to expand your portfolio, increase recurring revenue, or work with a vendor that takes co-selling seriously, we're here to support you every step of the way.

We're excited to explore this opportunity with you and look forward to what we can achieve together.

The FileWave Team





Why Partner with FileWave



A Growing Market Opportunity

The Unified Endpoint Management (UEM) market is projected to grow by over \$44 billion by 2030. Organizations across education, government, and enterprise are seeking centralized, cross-platform solutions to simplify operations and reduce IT burden. FileWave is built for exactly this.



One Platform. All Devices.

Unlike point solutions or OS-specific tools, FileWave empowers IT teams to manage Windows, macOS, iPadOS, tvOS, Android, Chrome and more—all from a single pane of glass. It's a true unified platform with no hidden modules or license traps.



Simple Pricing, Scalable Revenue

FileWave's straightforward per-device pricing model ensures clarity for customers and profitability for partners. As your customers grow, so does your recurring revenue—without unexpected costs or licensing complexity.



A Trusted Vendor

For over 30 years, FileWave has been the go-to solution for institutions and organizations that need rock-solid device management. With a strong reputation for customer support and innovation, we're a partner you can trust long-term.





Sales & Marketing Support

At FileWave, partnership isn't just a label—it's a shared path to success. We are committed to equipping you with the tools, expertise, and collaboration needed to identify opportunities, win deals, and grow your business.



Account Mapping

We work with you to identify high-potential accounts, prioritize quick wins, and strategically align go-to-market efforts.



Lead Generation

Our marketing team supports you with co-branded campaigns, email outreach, digital content, and event-based initiatives designed to generate and nurture leads.



Event Collaboration

From webinars and trade shows to in-person roadshows and local meetups, we help plan, promote, and deliver impactful events that connect you with target customers.



Content & Campaign Support

Partners gain access to ready-to-use marketing assets, messaging frameworks, and campaign templates—plus support to customize and launch campaigns effectively.



Sales Enablement & Training

We provide your team with sales guides, pitch decks, demo support, and training sessions to ensure confidence when representing FileWave in the field.



Technical & Pre-Sales Support

Our experienced engineers are available to support live demos, proof-of-concept engagements, and technical deep dives to help you close complex deals.





The FileWave Difference



Global Reach, Local Focus

FileWave partners with organizations around the world—from regional resellers to international integrators. No matter where you operate, our team understands your market needs and is ready to support you with localized strategies and global experience.



Built for Real-World IT Challenges

FileWave was designed with IT teams in mind—from school districts with thousands of student devices to enterprise organizations managing complex multi-platform environments.



Cross-Platform, End-to-End

FileWave supports Windows, macOS, iPadOS, tvOS, ChromeOS and more in a single solution. From provisioning and patch management to remote support and software distribution, partners can offer customers a truly unified experience.



Proven Success Across Key Verticals

Trusted by K–12 schools, higher education institutions, government agencies, and global enterprises, FileWave is built to scale and succeed across industries.



Unmatched Service and Support

What sets FileWave apart is our service. Our global support team is responsive, experienced, and dedicated to your success.



Commitment to Partner Success

We're not just a vendor—we're your partner. From onboarding to joint selling, our team is here to support your growth with expert resources.



Getting Started

Partnering with FileWave is simple, and our team is here to guide you every step of the way. Whether you're ready to get started or simply exploring how we can work together, we'll ensure the experience is straightforward, transparent, and valuable from day one.

What to Expect as a New Partner

1

Introductory Discovery Call

We begin with a conversation to understand your business, your customer base, and how FileWave can support your growth goals.

2

Tailored Enablement Plan

We'll work with you to outline the sales, marketing, and technical enablement resources your team needs.

3

Access to Partner Resources

You'll receive key materials including product guides, pitch decks, customer success stories, and training content.

4

Ongoing Communication & Strategy Alignment

Our team stays in touch to co-plan campaigns, share updates, and align on key accounts.

5

Real Support When You Need It

From pre-sales engineering to technical troubleshooting, we'll support you through the full sales cycle.

6

Transparent, Long-Term Partnership

We believe in building sustainable, mutually profitable relationships from day one.

Let's Talk

To learn more or express interest in joining the FileWave Global Partner Program, reach out to us at: sales@filewave.com



About FileWave

Discover the most efficient solution in device management.

FileWave is a global leader in unified endpoint management, trusted by education, enterprise, and government organizations worldwide. Our platform empowers IT teams to manage, secure, and support all endpoints—Windows, macOS, iPadOS, tvOS, Android, Chrome and more—from a single, professional-grade solution.

With over 30 years of experience, FileWave is built to solve the real-world challenges of modern IT environments. Whether deploying new devices, patching software, or securing remote assets, FileWave helps teams operate with speed, confidence, and complete control.

What We Do

FileWave gets Endpoint Operations done—efficiently. Our platform simplifies complex workflows and reduces the burden on IT teams, so they can focus on what matters most.

- **Asset Management**
Life-Cycle Visibility and Reporting
- **Self-Service Kiosk & Portal**
On-Demand Software, Apps, Documents
- **Imaging & Provisioning**
ADE (macOS), Direct, Network, & Layered Model (Windows)
- **Self-Healing & Auto-Resume**
Auto-Repair Software & Resume Interrupted Deployments
- **Software & Application Deployment**
MSI, PKG, EXE, Scripts and FileSets
- **Remote Desktop**
Windows/macOS - Across any Network (TeamViewer Integration)
- **Patch Management**
Windows, macOS, iPadOS/tvOS & Custom 3rd Party
- **License & Content Management**
Sync, Upload, Track, Monitor – Remain Compliant
- **RESTful API Integrations**
Content Keeper, Incident IQ, Service Now, etc.
- **Scalable, Flexible & Lightweight**
On-Prem-VM's and SaaS Hosted
- **GPS-Tracking & Security**
Get 115 feet in Accuracy When Tracking Lost or Stolen Devices
- **Extensive Reporting**
Customizable Reporting with integrated Grafana Dashboard and Queries Function



About FileWave

Our Mission

To enable IT professionals around the world to discover the most efficient solution in device management—empowering them to manage all devices remotely, securely, and without getting consumed down in repetitive tasks.

Our Vision

To be the global standard in device and operations management by simplifying, streamlining, and scaling how organizations support users across every platform—through a single, professional-grade solution backed by expert support.



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