



# The Illumio Enlighten Partner Program Advantage

Building a More Resilient  
Future... Together



## INTRODUCTION

## A word from our CEO

Businesses and governments face increasingly sophisticated cyberthreats from criminal organizations and hostile nations looking to cause harm and steal valuable data. Working with partners like you, we're helping the world's leading organizations reduce risk to become safe and secure.

Illumio is leading the industry with our pioneering approach to risk-based visibility, breach containment, and Zero Trust Segmentation. But we can't do it alone. Our customers need your help.

That's why the Illumio Enlighten Partner Program is a core strategic pillar to our business.

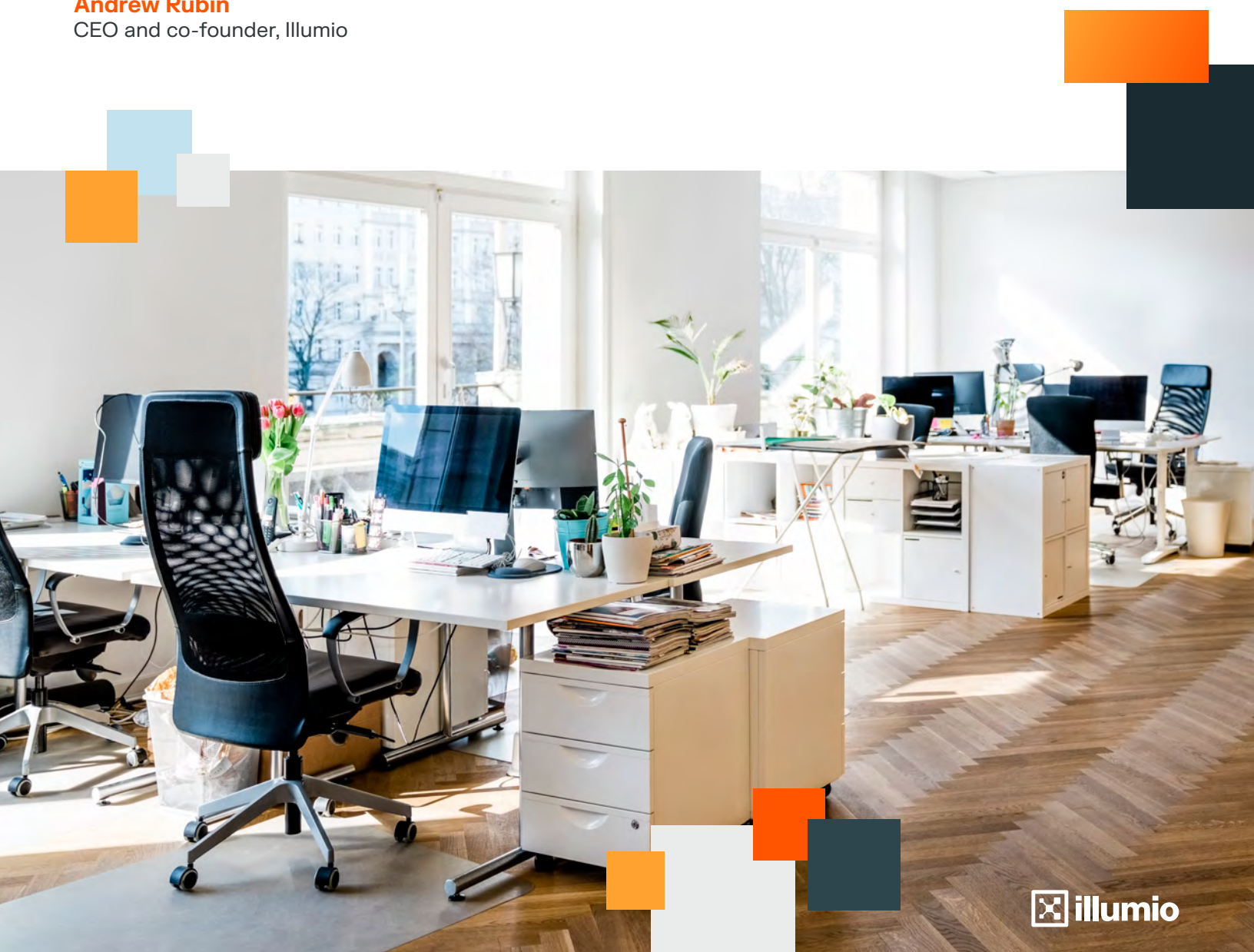
We are growing our partner ecosystem through substantial long-term investments with people, resources, and funding to help our partners thrive.

We are honored and inspired that you are interested in being part of the Illumio partner ecosystem. Your expertise and capabilities are invaluable in helping organizations build the defenses they need to secure their digital enterprises.

Together, we can change the course in the battle against breaches and help our customers build secure, resilient organizations.

**Andrew Rubin**

CEO and co-founder, Illumio





## Why traditional cloud security tools aren't working

The Illumio Enlighten Partner Program brings the security innovations of the Illumio platform to organizations across industries and around the world. We are committed to building our partnership

business to support our customers more effectively while increasing partner growth and profitability.

We know the key to success lies in strong, transparent relationships with our partners based on a mutual commitment to growing our businesses together. The importance of the Illumio partner ecosystem is why we have invested in a dedicated global team with the resources and support needed to build financially healthy, mutually beneficial, and long-term partnerships.

**The Enlighten Partner Program** provides partners with the tools, training, and information they need to identify new opportunities and provide best-in-class support to our customers.

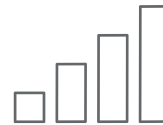
The program includes access to technical staff, proficient sales experts, marketing and technical tools, enablement offerings, and ongoing guidance.

As the pioneer of Zero Trust Segmentation, Illumio believes partners are a critical strategic pillar to its business. With a diverse and deep partner ecosystem, we can help even more organizations modernize their cyber defenses to contain breaches and secure their most important digital assets.



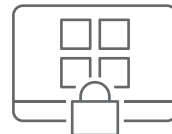
### Simplify

Enrich your portfolio of offerings with the leader in Zero Trust Segmentation, bringing new security capabilities to our customers.



### Accelerate

Work together to streamline engagements and better serve our customers.



### Expand

Grow your business through key financial, sales, and marketing programs to reach more customers and build pipeline.

Program Benefits

Illumio Expertise

Partnership Tiers

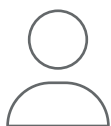
Partner Benefits

MSP Specialization

Certifications

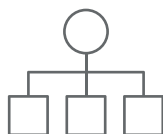
## Illumio Partners: Best-in-Class Expertise for Any Need

The Illumio Enlighten Partner Program is built on a simple goal: support your business model with multiple routes to market, each contributing to a complete ecosystem of support, services, and solutions to meet our customers at any point of their security journey.



### Solution Providers

These leading resellers offer deep security experience with support and services for guiding the purchase and implementation of the Illumio platform.



### Technology and Alliance Partners

Illumio teams with the leading IT and security companies to integrate their innovations and provide unique, prepackaged technologies for simplifying your Zero Trust efforts.



### Managed Service Providers

For customers needing extra help running ng their security programs, MSPs offer comprehensive, ongoing support with the expertise, staffing and infrastructure.



### System Integrators & Advisors

From leading regional and specialized consultants, global system integrators, and advisors, provide strategic and technical guidance to build your security program with Illumio.



### Distributors

Distribution supports solution providers in building their expertise and finding new opportunities to help our mutual customers improve their security capabilities with Illumio.

|                  |                   |                   |                  |                    |                |
|------------------|-------------------|-------------------|------------------|--------------------|----------------|
| Program Benefits | Illumio Expertise | Partnership Tiers | Partner Benefits | MSP Specialization | Certifications |
|------------------|-------------------|-------------------|------------------|--------------------|----------------|

# Enlighten Tiers

## Value Added Resellers

The Illumio Enlighten Partner Program is built on a simple goal: support your business model with multiple routes to market, each contributing to a complete ecosystem of support, services, and solutions to meet our customers at any point of their security journey.



### Spark

Partners have committed time and resources to establish their relationship with Illumio.

### Radiate

Partners have extensive Illumio experience and have made a high level of commitment to lead with Illumio Zero Trust Segmentation practice. They are committed to leading with Illumio solutions and engaged with Illumio at the highest level throughout their organization.



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## Illumio Enlighten Program Partner Benefits

| Enlighten Benefits                        | Spark                        | Radiate       |
|---|------------------------------|---------------|
| Partner & Illumio Sales and SE alignment  |                              | ✓             |
| Market development fund                   |                              | ✓             |
| Business development funds                |                              | ✓             |
| Account manager (Illumio or Distribution) |                              | ✓             |
| Joint business plan                       |                              | ✓             |
| Portal access                             | ✓                            | ✓             |
| Partner locator                           |                              | By invitation |
| Illumio partner badge                     |                              | ✓             |
| Access to sales training                  | ✓                            | ✓             |
| Access to technical training              | ✓                            | ✓             |
| Opportunity registration                  | Sales certification required | ✓             |
| Access to demo environment                | ✓                            | ✓             |
| Not-For-Resale (NFR) licenses             | By request                   | ✓             |
| Discounted internal use licenses          |                              | ✓             |
| Professional services enablement          |                              | ✓             |
| Support center & knowledgebase            | ✓                            | ✓             |
| Partner incentives                        | Sales certification required | ✓             |

Program Benefits

Illumio Expertise

Partnership Tiers

Partner Benefits

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## Illumio MSP Specialization

MSPs are on the front line in the fight against cyberattacks. Illumio recognizes the critical role they play, and we're committed to providing the solutions, expertise, and resources you need to succeed. Illumio MSPs provide unmatched visibility of east-west network connectivity and proactively contain breaches before they occur. They deploy and integrate Illumio's network telemetry and tripwires with existing SIEM, threat intelligence, analytics, detection, and response services, helping to make detection and response effective more quickly. Illumio enables MSPs to quickly and profitably deliver best-in-industry Zero Trust Segmentation as an MSP-managed service while enhancing the value of other MSP services.

### Key Pillars of the Illumio MSP Specialization

#### Industry leadership

Access to the industry leader in Zero Trust Segmentation to reduce risk, reduce cost, and ensure system protection and availability during a breach.

#### Enhance and extend MSP solutions

MSPs provide the best available solutions to customers from vulnerability management to threat hunting, detection, and incident response.

#### A commitment to financial success

MSPs extend Illumio's reach and ensure that customers realize the full benefit of our combined solutions, with the highest level of license discounting.

#### Enhanced revenue generation

MSPs have access to build and execute a go-to-market plan and enhance their lead- and demand-generation top-of-funnel pipeline.

#### Fast and flexible launch

Illumio training is designed for MSPs to leverage and shadow Illumio services teams. The flexible approach to certification and self-paced options deliver fast and most cost-effective process to get started. The certification program enables a quick ramp-up of capabilities, growth, and to certification and self-paced options deliver a fast and cost-effective process to get started. The certification program enables a quick ramp-up of capabilities, growth, and customer adoption.

Program Benefits

Illumio Expertise

Partnership Tiers

Partner Benefits

MSP Specialization

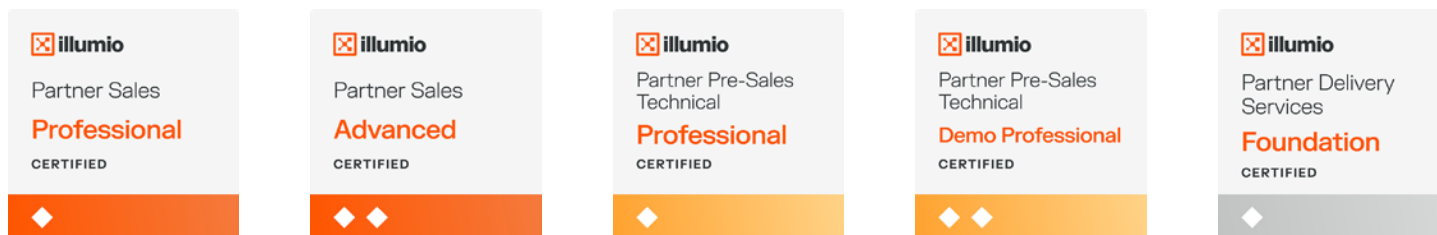
Certifications

## Enablement Benefits

Illumio offers comprehensive training and certifications with the flexibility to specialize in specific Illumio solution areas. These competencies span sales, pre-sales, and technology/services delivery opportunities. This training program is designed to help you meet and exceed your business goals while ensuring you have the appropriate training and resources to support our customers effectively.

### Enablement benefits include:

- Individual and company recognition
- Similar training as the Illumio sales teams
- Simplified learning paths to accelerate partner education



## Contact Us

Have general program questions or looking for more information?  
Contact us at [partners@illumio.com](mailto:partners@illumio.com)

## Become an Enlighten Partner Today

Visit [partners.illumio.com](https://partners.illumio.com)