Varonis Partner Program

Why become a Varonis partner?

The Varonis Partner Program (VPP) is an easy and powerful way to accelerate your sales growth. With phenomenal market acceptance, our solutions are at work in over 8,000 customers, including: leading financial firms, healthcare, public sector, industrial, energy & utilities, technology, consumer, retail, education, and media & entertainment sectors.

Every organization that uses files, email, or Active Directory is a candidate for at least one of our solutions. Most of our partners sell at least one of our products within 90 days.
What's more, if you are an experienced and highly skilled reseller of IT infrastructure, data management, storage or security technologies, Varonis solutions will complement your existing offerings and position you as a trusted advisor.

"Varonis sells exclusively — 100% — through channel partners. Varonis channel partners therefore play a critical role in our go-to-market strategy and in the success of the company."

Yaki Faitelson
Varonis Co-Founder and Chief Executive Officer

"The objective of the Varonis Partner Program is to help partners develop revenue opportunities and secure new business.
"Partners are an extension of our sales team. When they win, we win."

Jim O' Boyle
Vice Chairman - Sales

About Varonis

Founded

2005

Headquarters

801 Brickell Ave.

8th Floor

Miami, FL 33131

For a full list of offices,visit:
www.varonis.com/contact

Ownership

Publicly Held: VRNS

Customers

8,000+











Program Summary

- We’re 100% channel driven with proven sales, training, and business strategy to help our channel partners succeed.
- Partner benefits increase with each program tier as requirements are met.
- Our partner program is a reseller community based on co-sell efforts that rewards for success.
- Our subscription-based model allows for continuous revenue streams and add-on business opportunities.

Program Tiers

PLATINUM PARTNER

Platinum Partners have achieved the highest revenue commitments and have completed sales and technical trainings.

GOLD PARTNER

Gold Partners have made a significant investment in selling solutions and completed sales and technical trainings.

SILVER PARTNER

Silver Partners receive select advanced-tier benefits and are encouraged to pursue additional trainings. Procurement of Varonis solutions is supported through our authorized distributors to ensure streamlined access and service.

Benefits

- Partner portal access
- Deal registration
- Marketing development funds
- Varonis marketing assets

Requirements

Requirements vary based on Partner Program level.

- Completion of sales training
- Completion of demo training
- New business and upsell revenue requirements

Want to hear more about becoming a partner?

Reach out to partners@varonis.com for regional details.