

Varonis Certified Delivery Partner (VCDP) Program

Introduction

It is essential that Varonis products are installed, configured and tailored to meet each customer's specific Data Security needs to the full extent. Many Varonis customers rely on their partners to provide such service. In order to offer a service, a partner must be certified by Varonis to deliver it. Certification helps ensure quality and consistency of service delivery.

Entry into the program is by invitation only and after approval by Varonis VCDP Committee. Varonis reserves the right to decline any nominations.

Benefits of Becoming VCDP (Varonis Certified Delivery Partner)

- Perform services such as installation, configuration, remediation, and more
- Be recognized as an expert on building and deploying Varonis solutions
- Access to the wealth of Varonis Professional Services Knowledgebase, PS runbooks, Project Plans, checklists, SOW templates, etc.
- Immediate ability to request any type of Technical and Project management support including Live Shadowing from Varonis' dedicated Partner Enablement Team
- Access to Not-for-Resale (NFR) software as well as lab licenses
- Direct downloads of Varonis highly sought intellectual property such as the latest CCPA patterns
- Be featured on Varonis site dedicated to VCDPs
- Access to Varonis SKO pre-sales and post-sales seminars
- Access and full pre-sales training on Varonis Sales Demo
- Preferable subcontracting pricing if any work needs to be subcontracted to Varonis while VCDP engineers are gaining more experience
- Access to Varonis EBC program

What Services Can Partners Offer?

Quick Start

Installation, configuration and optimization of DatAdvantage Family products in the new environments. Typical service duration is 3-5 days. Repeat engagements may involve healthchecks, upgrades, migrations and fine-tuning.

Threat Model Optimization

Get an inside look at optimizing DatAlert, how to reduce noise, and enable the right threat models for customer's organization. Identify noteworthy user behavior, reduce noise, and build a process around responding to alerts through a series of optimization and integration sessions with our cybersecurity experts. Typical service duration is 3 days. Great service for the existing DLS customers.

Data Remediation Starter Kit

Learn folder security best practices, automation tips, and get advanced Automation Engine training.

Get context and insight into your customers' permissions structure, discover how to clean up and remediate issues efficiently, and how to sustain a clean environment without having to repeat big cleanup projects.

Data Classification Optimization Services

Identify your customers' sensitive data, set up classification rules, and customize classification reports. Get the most out of Data Classification Engine: Work with your customer compliance team to fine-tune classification rules and reduce false positives.

Other services:

Office 365 Data Security, Stale/Sensitive Data Archival Program, Directory Services Optimization and many more.

Advanced/Full Data Remediation Engagements

These projects can span from 10 days to 2 years and often result in repeat engagements

- Remove exposure of data to Everyone. correct broken ACLs
- Optimizes folder structure
- Achieve State of Least Privilege
- Implement Data Access Review Program

Managed services

- Infrastructure-focused managed services: ensure that the sensitive data scan and alerting suite stay fully optimized, the event collection is not missed even for a second for the purpose of forensics, all monitored servers are online and report to central repository, reports run fast and efficiently.
- Data-centric managed services: make sure your customer's environment stays in Least Privilege state, stale data gets archived, sensitive data stays secure, all access approvals go through the entitlement reviews and there is no accidental exposure of data to Everyone.

Certification Process

There are 2 Varonis Certified Engineer certification tracks:

1. Core Technical
2. Remediation (Core Technical is the pre-requisite)

Each service category has its own training regimen and certification steps. While the commitments for each category vary depending on their complexity, most follow similar steps:

- Online study material and testing
- Online instructor-led training
- Practical exposure and certification, including “ride-along engagements.”

Prerequisites of Knowledge

- Experience with managing permissions on Windows folders is highly desired and understanding of NTFS and Share permissions
- 3+ years of related experience.
- Knowledge of Microsoft Environments (AD, Windows Servers, SharePoint, Exchange).
- System Administration experience on MS SQL and SQL Server Reporting Services
- Storage Devices (NetApp, EMC).
- Excellent technical troubleshooting skills.

Program requirements

The partner must have unexpired NDA on file

- **US/UK/France Region Services Requirements:**
 - Minimum Varonis opportunities closed in the past 12 months: 10
 - Minimum Varonis opportunities in the pipeline: 15
- **All Other Regions Services Requirements:**
 - Minimum Varonis opportunities closed in the past 12 months: 3
 - Minimum Varonis opportunities in the pipeline: 5
- **Alternative requirements:**
 - Partner dominates the region where they sell
 - Partner has just started selling Varonis and did not have a chance to establish a pipeline
 - Partner has at least one opportunity in the pipeline that is in Commit or later stages where at least 2 PS days will be sold
 - Partner submits a business plan with a GTM strategy on how they plan to meet the requirements outlined above
 - The business plan should list, in writing, the following:
 - # of engagements the partner forecasts to be delivered in the next 12 months
 - # of PS days to be delivered in the next 12 months and how many engineers they will commit to Varonis
 - Estimated billable time for each engineer
 - ETA to deliver the first engagement
 - The partner will be accepted into the program for 3 months on grace period contingent on the execution of the business plan. The decision to keep the partner in the program will be made after each quarterly review until the partner starts meeting the Services requirements for the program.
- VCDP Candidate must provide written commitment to:
 - Train at least 2 SEs on the pre-sales certification and Varonis Sales demo
 - Train at least 1 PS engineer on Core Tech certification – time commitment required is up to 7 business days. The certification must be completed within 60 calendar days after enrollment
 - Once the first PS engineer achieves 40% billable rate the partner is to enroll the second PS engineer into the Core Tech

certification that is to be completed within 60 calendar days.

- As part of these program requirements, Varonis will provide dedicated engineers to support your first engagements (minimum 10 days) and be a POC for technical questions and troubleshooting sessions
- Varonis and Partner agree to collaboratively share all status updates provided to the customer
 - Partner will provide bi-weekly status updates on the engagements in the first 12 months in the program for Platinum and Gold Tier accounts

Criteria to maintain VCDP status in the program upon one-year renewal cycle

- Documented delivery of **at least 30 days of services** within the last 12 months
- Minimum Varonis opportunities in the pipeline: **15**
- At least 2 SEs and 1 PS engineer hold the appropriate pre- or post-sales non-expired Varonis certifications
- **At least 80% renewal rate on all OPS deals for US region**
- **At least 50% renewal rate on all OPS deals outside of US region**

Program steps

1. Upon approval into the VCDP program, work with your Channel Manager to:
 - a. Identify pre- and post-sales resources to be certified
 - b. Enroll identified resources into the proper VCDP certification training tracks
2. Upon completion of the certification within 60 calendar days, you will receive VCDP status, access to all internal resources described above and with your permission your logo will be added to our website.

Ready to get started?

If you meet the basic criteria for our program, please reach out to your local channel manager or send an email to partners@varonis.com. We are looking forward to have you onboard!