It is critical for the success of our Customers, that their Varonis products are installed, configured, and tailored to meet their specific Data Security needs. To ensure that Customers are fully executing on their data security goals with Varonis products many use Professional Services, leveraging their preferred Partner.

To offer Professional Services, a Partner must be certified by Varonis to deliver it as our certification program helps ensure quality and consistent service delivery. Entry into the program must be approved by Varonis.

**Benefits of Becoming VCDP**
(Varonis Certified Delivery Partner)

- **Access to the wealth of** [Varonis Professional Services Knowledgebase](#), PS runbooks, Project Plans, checklists, SOW templates, etc.

- **Be recognized as an expert** on building and deploying Varonis solutions

- **Perform services** such as installation, configuration, remediation, and more

- **Access to Varonis EBC program** – Executive Briefing Center + Executive Level Meetings

- Preferable subcontracting pricing if any work needs to be subcontracted to Varonis while VCDP engineers are gaining more experience

- **Direct downloads** of Varonis highly sought intellectual property such as the latest CCPA patterns

- **Access to Varonis SKO pre-sales and post-sales seminars**

- **Access and full pre-sales training on Varonis Sales Demo**

- **Access to Not-for-Resale (NFR) software** as well as lab licenses

- Immediate ability to request any type of Technical and Project management support including Live Shadowing from Varonis’ dedicated Partner Enablement Team
Program Requirements

- Signed NDA
- History of closed Varonis business
- Future Varonis pipeline
- Commitment to train at least two engineers and renew certifications annually
- Agreement to collaboratively share all customer status updates with Varonis

Certification Process

There are 2 Varonis Certified Engineer certification tracks:

- Core Technical
- Remediation
  (Core Technical is the pre-requisite)

Questions?

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.