

# Varonis Certified Delivery Partner (VCDP) Program

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

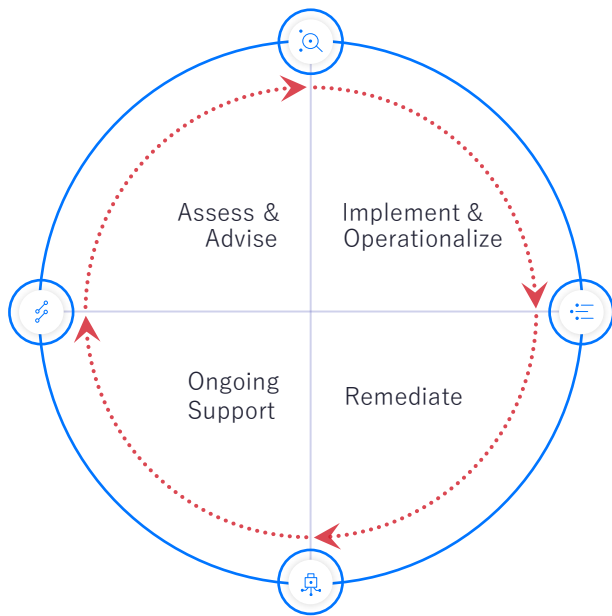
**Inc.  
5000**

**CDM**  
CYBER DEFENSE MAGAZINE  
THE PREMIER SOURCE FOR IT SECURITY INFORMATION

THECHANNEL.CO.  
**CRN**  
10 HOT  
SECURITY  
COMPANIES

THECHANNEL.CO.  
**CRN**  
CHANNEL  
CHIEFS

 **Cyber Catalyst** by Marsh



## 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](mailto:partners@varonis.com).

[CONTACT US](#)