



Ignite Growth with Netskope

Netskope GovCloud is a FedRAMP High authorized zero trust security platform that helps agencies comply with regulations, protect sensitive information, and defend against the latest emerging threats. The expansive cloud security landscape provides our partners with the lucrative opportunity to take Netskope's market-leading technology to their customers and create long-term value as a trusted advisor with their own unique partner services supporting Netskope's cloud security solutions. From developing a proof of concept to embedding Netskope into a product, our partner ecosystem is here to provide guidance, support, and collaboration.

Benefits of Partnering with Netskope

- **Create revenue streams and increase margins:** upsell or add high-value services without adding costs to your operations to increase profitability.
- **Improve customer outcomes:** offer new or improved services designed to build customer confidence and increase satisfaction.
- **Reduce costs:** consolidate vendors, offload expensive tools, and streamline operations to maximize the value you receive from your investments and minimize expenses.
- **Improve time-to-market metrics** for your customer faster.

Netskope Managed Service Provider Program

Netskope's MSP program is designed to provide partners with cloud security solutions that are ready to deploy, and a team of collective resources ready to help you grow your managed services business. MSP partners gain the ability to activate, implement, and manage customer subscriptions directly using their own professional services and technical support to optimize their Netskope cloud security solutions within their environment.

Regional and Channel Partners

The Netskope regional and channel partners support regional goals. The Referral Program allows individuals and companies to work with Netskope and get paid for identifying and registering Netskope subscription opportunities. The program is very simple: You identify a Netskope opportunity, register the opportunity online, and earn a referral fee when the opportunity is successfully closed.

Tech Alliance Partners

Netskope technology partnerships and integrations bring value to our customers by leveraging their investment across their security and IT infrastructure. We believe that well-thought-out integrations will lead to greater opportunities for both product and services revenue for our partners. We are always looking for compelling new "better together" stories that bring value to our joint customers and we have multiple ways of doing so.

**Today, we have integrations that span 100+ partners.
Integrations generally fall into several categories:**

- Endpoint Protection/Management for dynamic device posture, device/client enrollment, threat sharing. Integrations include (but are not limited to) CrowdStrike, SentinelOne, Microsoft Defender for Endpoint, VMware Workspace ONE, Google BeyondCorp Enterprise, Cybereason, and Tanium
- SIEM/SOAR/XDR/UBA/Data Lake for log forwarding, incident enrichment. Integrations include (but are not limited to) Splunk, ArcSight, Rapid7, AWS, Microsoft Sentinel, Exabeam and maybe others, and Splunk
- Identity Providers for provisioning, authentication, zero trust risk enforcement. Integrations include (but are not limited to) Okta, Microsoft, CyberArk, and Ping
- Steering Partners for provisioning, interoperability: Integrations include (but are not limited to) HPE/Aruba, VMware, Google, and Cisco
- Ticket Management for ticket creation, admin, system, user notification: Integrations include (but are not limited to) ServiceNow, Jira, Slack, Twilio, and PagerDuty
- Zero Trust Risk Management for user, device, app risk scoring, sharing, response triggers: Integrations include (but are not limited to) Mimecast, CrowdStrike, KnowBe4, Microsoft, ServiceNow
- Data Protection for data, file, email tagging, encryption: Integrations include (but are not limited to) Mimecast, Microsoft, HelpSystems, Google

If you are interested, have an opportunity, or just would like to discuss becoming a Netskope partner, email us at federal-partners@netskope.com. Please provide us with your contact information and simple overview of the opportunity and we will be more than happy to provide support.



Netskope's (SSE) is the leader in cloud security helping agencies comply with regulations, protect sensitive information, and defend against the latest emerging threats. Empower your agency today with Netskope's real-time data visibility, defend against the threats of tomorrow, and take advantage of the cloud without sacrificing security. Learn how Netskope helps the Public Sector be ready for anything, visit <https://www.netskope.com/solutions/public-sector>.