

## Why Partner with Vade?

MSPs have no shortage of vendors to support their clients' cybersecurity needs. By partnering with Vade, you get access to turnkey email security solutions that offer higher accuracy and higher margins—along with the expertise, resources, and support to make you successful every step of the way.

### 100% INDIRECT AND CHANNEL-DRIVEN

We know trust matters to MSPs. That's why Vade serves the corporate market exclusively through our ecosystem of distributors and channel partners. Because we're 100 percent indirect, we only win when you win.

Moreover, our 'channel-driven' philosophy extends far beyond sales. From R&D to marketing to accounting, our entire company is focused on making it easy and enjoyable for MSPs to work with Vade.



**3,400**  
partners globally



**1.4 billion**  
protected mailboxes



**15,000 customers**  
in 76 countries

### INNOVATIVE SOLUTIONS, PURPOSE-BUILT FOR MSPS

Vade is at the forefront of applying emerging technologies (e.g. machine learning, natural language processing, computer vision) to detect advanced threats. We hold 17 AI patents and have received numerous awards for these innovations.

What our partners value most, though, is our knack for making the complex simple. We've packaged our powerful threat detection engine into solutions that are easy to deploy, manage, and use. This ensures you spend less time administering and more time on revenue-generating activities.

***"Vade is a customizable and effective email security product, particularly for Managed Service Providers."***

SC Magazine



### FULLY ALIGNED WITH MICROSOFT

Microsoft  
Partner

Vade, a Microsoft Partner, is aligned with Microsoft's cloud strategy and allows you to strengthen your offering seamlessly. Vade for M365 is a "co-sell ready" solution from Microsoft and can very easily be sold as an additional layer of security in addition to EOP, the basic protection built into the Microsoft 365 suite.

## HIGH MARGIN, HIGH RETENTION

While businesses are rapidly adopting Microsoft 365, partner margins are razor-thin. Vade offers above-market margins, with term commitment and volume discounts. Because the product is low touch, your profit won't be eroded by administrative tasks. And our 95% client-retention rate leads to long-term growth and stability.



**95%**  
client retention rate

## FAST, EASY SALES CYCLES



**< 5 MIN**  
to activate clients

Vade for M365 shortens your sales cycle. The product is easy to demo and consistently produces a 'wow' effect. Moreover, because it can be deployed in just a few clicks, you're able to start free trials instantly—often during the first meeting!

In addition, we are happy to support meetings, demos, and POCs until your team is self-sufficient.

## EXTRAORDINARY SUPPORT

Vade offers numerous resources to quickly onboard and enable partners:

- **Partner Portal** – A hub for training, marketing collateral, and technical documentation. License provisioning is available to MSPs who aren't using a cloud marketplace.
- **Training Academy** – Online, role-based training and certification allows your sales, pre-sales, and support staff to become proficient at selling and managing Vade.
- **NFR license** – Certified partners receive a free NFR license for one year with performance-based renewals to protect your employees' mailboxes while gaining firsthand experience with the product.
- **Technical support** – While partners are expected to provide Level 1 support to clients, they have access to 24/7 email and phone support for more complex needs.
- **Marketing support** – Leverage content and pre-built campaigns to generate leads. Certified partners can also request marketing development funds and support.

**NEW ORDER**

- ✓ Company: test, Vade Secure > AAC TEST [Edit]
- ✓ License: 1 YEAR, Vade for M365 [Edit]
- 1 Settings

**INFORMATION**

Environment: Choose an environment

Protected users: [Add]

Microsoft Tenant ID: xxxxxxxxxxxx - xxxxx - xxxxx - xxxxx - xxxxxxxxxxxxxxxx

✓ Confirm Order

“ *We are a new Vade partner and thus far have been thrilled with the product and service! The response and support for partners has been extraordinary.* ”

Jason Burr, President, First Service Solutions, Inc.

## About Vade

Vade is a global cybersecurity company that secures human collaboration with a combination of AI and human-powered threat detection and response. Vade's products and solutions protect consumers, businesses, and organizations from email-borne cyberattacks, including malware/ransomware, spear phishing/business email compromise, and phishing.

Vade is a fast-growing, channel-first company with a growing network of MSP and MSSP partners, as well as distribution agreements with leading distributors and aggregators in North America, EMEA, and Asia. Founded in 2009, Vade protects more than 1.4 billion corporate and consumer mailboxes and serves the ISP, SMB, and MSP markets with award-winning products and solutions that help increase cybersecurity and maximize IT efficiency.

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