VADE PARTNER PROGRAM

Vade, the world leader in predictive messaging defense, offers an award-winning solution dedicated to Microsoft 365 and traditional messaging platforms. If you're a managed service provider (MSP) or reseller interested in offering best-in-class email defense against spam, phishing, spear phishing and malware to your clients, quickly and easily, come partner with us!

Our model relies entirely on our distribution network: the success of our partners is our priority. We provide access to our products and services to all partners and offer extended support, like Market Development Funds (MDF), to partners who complete our certification program, but that's not all.

Becoming a partner also means putting the Vade expertise at the service your customers' security.

Vade for M365

Vade for M365 augments Microsoft 365's reputation and signature-based defenses with AI-driven predictive email defense technologies thanks to its native integration with Microsoft 365.

Vade Cloud

Ideal for partners with a cloud-first strategy, Vade Cloud delivers highly customizable email security for all cloud-based email platforms (Microsoft Exchange, Microsoft 365, Google G Suite, Zimbra and more).

Vade Gateway

Vade Gateway delivers the same reliable protection as Vade Cloud and Vade for M365 but in a virtual appliance, making it ideal for businesses who want to maintain control over their infrastructure.

One step ahead

Vade owns 11 international patents, which guarantee our independence and control of data, and make us one of the most innovative companies in the field of email security. Our sophisticated, AI-based filtering technologies are used by the world's largest ISPs. These technologies continuously learn from the 1 billion mailboxes we protect. And constant investment in R&D keep Vade at the cutting edge of technology and one step ahead of hackers.

Boost your revenue

Vade's solutions have proven themselves, which explains why 95% of our users renew their trust in us every year. So our partners can count on a long-term commitment and regular revenue. These benefits are combined with lower management costs and above-market margins, plus flexible billing terms (monthly, annual or tri-annual).

Fast, easy sales cycles

Vade's solutions are easy to demo and easy to sell, accelerating the time to value with your clients. Imagine setting up a POC during the first meeting – it's possible with Vade for M365! Activated in a few clicks, without affecting existing email security services or end users, this solution will wow your clients.

Your success is also our success, so take advantage of our exceptional support:

NFR License

Protect your business from advanced threats while gaining experience and confidence with our products. Certified partners receive a free NFR license for one year with performance-based renewals.

Sales Support

Land new contracts quickly! We accompany you for the first meetings, product demonstrations and POCs, and pass on* leads to you.

Marketing Resources

Tell your clients about us!

With Vade, you've got numerous resources (content, Lead Gen campaigns, joint marketing activities, MDF*. etc.) to pull from.

Partner Portal

Provision trial and productions licenses in just a few clicks! You'll be able to manage customers, access our marketing and technical resources, as well as Vade Academy, our training site.

Vade Academy

Gain knowledge needed to sell and support Vade products on your schedule! Anytime access to sales and technical training and certification exams.

Technical support

Get the answers you need 24/7!

Level 2 email and phone support is available to all partners at all times.

*Lead sharing and MDF available for certified partners.

1 billion mailboxes under protection / 100 billion emails analyzed daily

PARTNER PROGRAM AND CERTIFICATION

All Vade partners benefit from the simplicity of our solutions and our comprehensive support services, and by becoming a certified partner, you will enjoy additional benefits.

As a certified partner, you will work directly with our marketing and sales experts to develop and launch new business development programs that work for your target market. Build your pipeline with joint marketing activities, like webinars or events, leverage MDF to advance your own programs, or just follow our leads. Even be the first to test our latest feature!

Partner Benefits	Non-Certified Partners	Certified Partners
NFR license* for internal use	30% off list price	✓
Vade Partner Portal	✓	✓
Vade Academy	✓	✓
Marketing Resources	✓	✓
Marketing programs support		✓
Market development funds (MDF)		✓
Sharing business opportunities		✓
Sales and pre-sales resources	✓	✓
Technical support (24/7)	✓	✓
Beta program participation		✓

* Renewed annually; The NFR license is free as long as the partner generates business. In some instances, an aggregator or distributor of Vade for M365 may issue NFR licenses at no cost to non-certified partners, but the license term is limited to one year.

Market Development Funds

Vade participates in the financing of marketing activities up to 5% of the total turnover of our certified Vade partners. To be eligible, certified partners must submit an annual business plan and have generated mimimum recurring revenues on new contracts during the past year.

Certification

In addition to new business development support, a deep knowledge of Vade's products also promote success for our partners. The Vade Academy is easy to access and provides all the materials necessary to train sales, pre-sales and support teams to become a Vade Certified partner.

Vade Academy Training Requirements for Certification

Vade Academy Training modules	MSP Commitment Vade for M365 only	Reseller Commitment All Vade solutions
Sales certification	2 staff, up to 1 hour training per person	2 staff, up to 2 hours training per person
Vade overview	✓	✓
Vade product(s) overview	✓	✓
Pre-sales certification	2 staff, up to 4 hours training per person	2 staff, up to 4 to 8 hours training per person
Presentation of Vade products	✓	✓
POC and deployment training per product:		
Vade for M365	✓	✓
Vade Cloud		✓
Vade Gateway		✓
Technical Support Certification	1 staff, up to 1 hour training	1 staff, up to 1 to 8 hours training
Filter technology training	✓	✓
Technical training by product:		
Vade for M365	✓	✓
Vade Cloud		✓

In addition to completing the above training, Vade Certified partners also commit to promoting Vade on their company website and provide level 1 technical support.