

Ivanti® Managed Solution Provider

The Ivanti Managed Solution Provider (MSP) Program

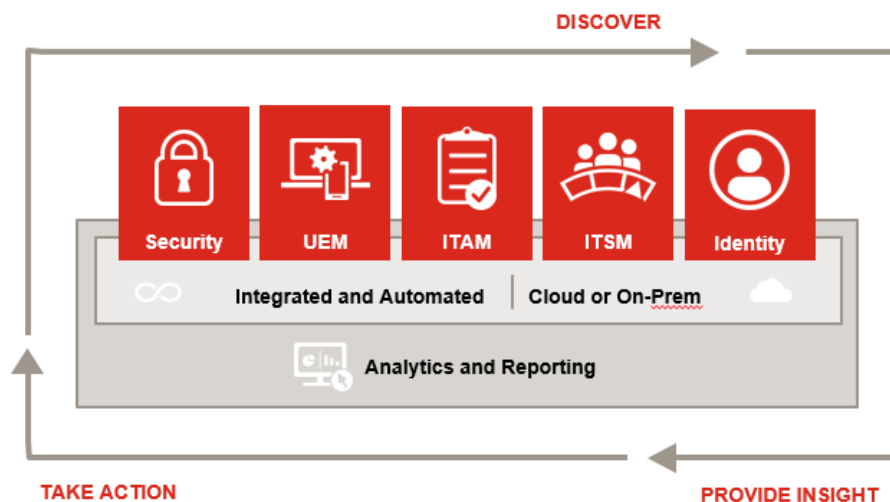
As IT complexity continues to rise amidst internal resource constraints, small and mid-sized companies increasingly seek to outsource their endpoint management, user management, IT security, and mobility tasks to a single, trusted service provider. Ivanti empowers Managed Service Providers (MSPs) of all sizes to deliver on the promise of unified IT efficiently through the industry’s most comprehensive set of IT management and security tools, available in transferrable subscription licenses and a usage-based billing model that maximizes your profitability. Experience the power of multiple leading MSP solutions from a single vendor partner.

“Ivanti has proven to be a strategic partner for our business, enabling us to expand our customer relationships with new service offerings. Their wide range of endpoint solutions, flexible monthly licensing model, and responsive support team have had a positive impact on our managed services business.”

— Sunil Bhatt
CTO, Allied Digital Services

Ivanti MSP Solutions

The Ivanti MSP Program delivers on the promise of Unified IT, allowing you to deliver a broad range of services from a single source, with a consolidated reporting engine. Leverage Ivanti MSP solutions to manage one or more aspects of your customers’ IT lifecycle, from identifying and inventorying all their endpoints to managing help desks, improving the user experience, securing and monitoring devices, delivering patches and software, and much more.



MSP Program Components and Benefits

Today’s MSPs are under relentless pressure to increase staff productivity and drive profitable growth. To ensure the success of our MSP partners, the Ivanti MSP Program provides the technical enablement capabilities and go-to-market support needed to expand market share and profitability successfully. The program delivers all the resources you need to promote, deploy, manage, and support a broad range of IT services. Please contact your Ivanti Account Manager for more detailed information on the program’s components.

Category	Description	Items
Flexible License and Billing Programs	To align to your MSP business model and provide maximum flexibility, the Ivanti MSP program offers transferrable subscription licenses and billing flexibility. Purchase licenses upfront in one-, two- or three-year increments, or leverage our usage-based billing model to pay for your actual license use in arrears on a monthly or quarterly cadence. With our master license keys, low minimum requirements, and volume-based discounts, you can drive efficiency in your service offering and maximize your profits.	Discounted MSP pricing
		Transferrable subscription licenses
		Volume-based discounts
		Usage-based billing, in arrears
		Low minimum license requirements
		Flexible master license key model
		Purchase directly from Ivanti
Effective Go-to-Market Resources	To support our MSP partners’ growth initiatives, we have invested in a range of sales and marketing resources, including a regionally based team of sales and technical experts. These highly trained and experienced professionals are available to help you build your business and succeed in implementing and selling Ivanti-based services. We also provide a wide range of sales tools, marketing resources, and promotional items to drive interest in your services.	Regional account management
		Marketing campaign templates
		Ivanti lead sharing (as available)
		Sales tools (playbooks, competitive)
		Not-for-Resale (NFR) software
		Promotion on MSP partner locator
		Use of Authorized Ivanti MSP logo
Enablement Resources	To keep our MSP partners up to speed on Ivanti technology, we offer complimentary Ivanti partner training, including synchronous online or virtual instructor-led courses (based on availability) and asynchronous online courseware. All associates at each MSP partner also receive access to our Selling.Ivanti.com partner portal, which contains product information, license usage reporting and tracking, partner-specific presentation materials, and much more.	Access to the Ivanti partner portal https://selling.ivanti.com
		Free classroom training – virtual or in-person (Utah)
		Online training and certification exams
		Online enablement resources
		Partner community access
		MSP Partner Welcome Kit
Technical Support and Communications	All Ivanti MSP partners receive ‘Enterprise’-level support from our award-winning support team, regardless of their product mix/volume, along with access to a wide range of self-service resources. To stay informed of program and product updates, MSP partners receive access to our online partner community and a range of proactive communications, including our monthly newsletter, HotSync webcasts, and participation at various Ivanti events.	‘Enterprise’-level technical support
		Online support tools (product, documentation, knowledgebase etc.)
		MSP Advisory Council eligibility
		Partner conference participation
		Product roadmap updates
		Partner communications

“Ivanti is providing valuable solutions and resources to its MSP partners to support customers’ increased demands today for managed solutions that both simplify and unify IT. Ivanti’s focus and programs to support the needs of our MSP business are helping us to rapidly expand our customer opportunities.”

— Dustin McCreight
Solution Manager, Network and Security Services, NCR Corporation

MSP Program Requirements

To qualify for the numerous benefits described above, Ivanti MSP partners must comply with a few minimum program requirements that include technical and sales certifications, license purchase minimums, and other commitments to Ivanti.

Program Requirement	Frequency or Volume
Execute Ivanti MSP partner agreement	Once
Secure credit terms with Ivanti	Once
Minimum license purchase requirements	Varies by solution
Certified Sales Professional (CSP)	1 per solution
Certified Technical Specialist (CTS)	1 per solution
Certified Support Representative 1	1
Self-reported license utilization	Aligned to billing cycle
Delivery of technical support to end-user customers	Ongoing
Notes 1 Support and Technical Representative can be the same individual	

About Ivanti

Ivanti unifies IT and Security Operations to better manage and secure the digital workplace. From PCs to mobile devices, VDI and the data center, Ivanti discovers IT assets on-premises and in the cloud, improves IT service delivery, and reduces risk with insights and automation. The company also helps organizations leverage modern technology in the warehouse and across the supply chain to improve delivery without modifying backend systems. Ivanti is headquartered in Salt Lake City, Utah, and has offices all over the world. For more information, visit www.ivanti.com.

**For more information on the Ivanti MSP program,
please contact your Ivanti Account Manager.**

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