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OpenText Security Partners

OpenText offers exciting opportunities for resellers, technology providers and service organizations to capture their share of the multi-billion US$ Information Management and cybersecurity market.

OpenText Partners:

Take advantage of growth opportunities

Gain a competitive advantage

Optimize performance via exclusive partner resources

Differentiate their brand

Partnering with OpenText means teaming up with the market leader in information management and the globally trusted vendor for accelerating its customers' cyber resilience. Participation in our Partner Programs starts with opportunity-based partnerships (referral partners), through to joint commitment partnerships based on a shared vision and common customer value for the market as Reseller, Service or Technology Partners. The partnership is led by the partner's objectives for growing a business for mutual success.

OpenText has proudly extended to partners the ability to resell Security Consulting Services in the areas of Risk and Compliance Advisory, Managed Security Services and Digital Forensics and Incident Response (DFIR). Partners can now extend their catalog by providing professional services to improve their customer's cyber resilience. They can become the source for industry-leading forensic solutions and ensure their customers get immediate business help addressing their cyber security issues, known or unknown. They can protect their customer's brand, safeguard their financial position and prevent legal action by using OpenText cyber experts to uncover and remediate those unknown threats.

New to OpenText Partners		
Risk & Compliance Advisory	Managed Security Services	Digital Forensics & Incident Response (DFIR)
Risk Advisory Assessments	Managed Extended Detection & Response (MxDR)	Threat Hunting
Policy & Procedure Documentation Review	SOC as-a-Service	Breach Response
Security & Incident Response Training	EnCase Manage	Insider Threats/ Investigations

Why OpenText Security Services?

Ensuring the cyber resilience of an organization presents many challenges and different points of risk. Not all organizations can maintain the necessary in-house skills and expertise to plan, deliver and defend their attack surface. OpenText Professional Services has industry-certified experts with more than 20 years of field experience in cybersecurity, threat hunting and incident response. OpenText works with both small and medium sized organizations, all the way up to large enterprises, including public sector and government agencies. The benefits of working with OpenText Security Services include:

- A single vendor for DFIR, Risk & Compliance and Managed Security Services
- No required software purchase—the team bring all required tools
- A Virtual Security Operations Centre (VSOC) delivering global services
- "White glove services" and security program management with recognized EnCase Advisory Programs

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The Security team uses consulting experience and best-in-breed technologies in the following areas:

- Brightcloud Threat Intelligence

- OpenText™ EnCase™, the leader in forensics technology

- Advanced Analytics, including OpenText™ Magellan™ AI

- Next Gen SIEM

- MITRE ATT&CK analysis

- SANS best practices

- NIST benchmarks

EnCase Advisory Program (EAP)

OpenText makes it easy for partners and their customers. Through our EnCase Advisory Program (EAP), they can purchase all OpenText Security Services using a single Professional Services Agreement. EAP customers can engage with OpenText for Encase Product Readiness, Risk and Advisory Consulting, Managed Security Services or DFIR, all through a single contract with built-in discounted rates. Our EAP ensures that we are ready to respond to emergencies when they occur, mitigating exposure to cyber attacks and maximizing security posture.

OpenText Security Partner Programs

Working with partners based on their business model and need for financial flexibility, OpenText partner channels include: resellers, managed security services partners (MSSP), remote monitoring and management partners (RMM) and managed services partners (MSP). Working with OpenText, partners delight their customers by working with their Security Services Client Manager to provide the best solution for their customer's security needs.

Micro Partner Program

The OpenText Security Micro Partner Program is a one-click partner contracting process designed so partners can start quoting OpenText™ EnCase™ Security immediately. The program is open to partners globally with no program fees, educational requirements or annual revenue commitments. Competitive discounts empower partners to build their own pricing on eligible services SKUs. The program provides access to product and marketing materials and aligns the partner with an OpenText sales representative for strategic planning.

Partner Referral Program

For a simple one-time partnership, OpenText accepts referrals to its **partner referral program** through a simple web form. Accepted referrals will receive five-percent commission on the eligible services SKUs upon receipt of a completed order from the end customer.

Eligible Services SKUs*	
Description	**SKU**
EnCase Upgrade or Health Check Service	1000050843
EnCase Endpoint Investigator Implementation Service	1000050845
EnCase Endpoint Security or Information Assurance Implementation Service	1000050846
Encase Advisory Program (EAP) - 20 (20 Units) - 1-Year Term †	1000056024
Encase Advisory Program (EAP) - 40 (40 Units) - 1-Year Term	1000056025
Encase Advisory Program (EAP) - 80 (80 Units) - 1-Year Term	1000056026
Encase Advisory Program (EAP) - 150 (150 Units), 1-Year Term	1000051021

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Other Partner opportunities

For more information on our other partnership opportunities, visit our **Partners and Channels pages**.

Join our Security Services partner community to help grow your market share. Email our team today: **SecurityServices@opentext.com**.

Eligible Services SKUs*	
Encase Advisory Program (EAP) - 250 (250 Units), 1-Year Term	1000051022
EnCase Advisory Program (EAP) - Bronze (500 units), 1-Year Term	1000045654
EnCase Advisory Program (EAP) - Silver (1000 Units), 1-Year Term	1000045655
Encase Advisory Program (EAP) - Gold (1500 Units), 1-Year Term	1000051023
Encase Advisory Program (EAP) - Platinum (2000 Units) - 1-Year Term ‡	1000045653
OpenText Managed Extended Detection & Response	1000056852
OpenText Managed Extended Detection & Response for MSP ‡	1000056853
OpenText Managed Extended Detection & Response – 1-Year Additional 60-day Data Retention ‡	1000056855
OpenText Managed Extended Detection & Response – 1-Year 100 GB/Day Ingestion Add-On ‡	1000056854

About OpenText

OpenText, The Information Company, enables organizations to gain insight through market leading information management solutions, on-premises or in the cloud. For more information about OpenText (NASDAQ: OTEX, TSX: OTEX) visit: **opentext.com**.

Connect with us:

- **OpenText CEO Mark Barrenechea's blog**
- **Twitter** │ **LinkedIn**

*Special Terms & Conditions

- Services will be provided in accordance with the OpenText Professional Services Agreement and EnCase Services handbook applicable to the services being purchased (www.opentext.com/agreements).
- End users will be required to sign an OpenText Professional Services Statement of Work (SOW) or complete an OpenText approved order form. The SOW and order forms are available from your local OpenText representative.

Footnotes

† Can only be sold along with another Professional Services SKU above; cannot be sold stand alone.

‡ Requires pre-approval from OpenText; contact your Professional Services point of contact.

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