



DATA SHEET


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 (IM) 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 IM and the globally trusted vendor for accelerating digital transformation of its customers. Participation in our Partner program 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 brand, safeguard their financial position and prevent legal action by using OpenText cyber experts to uncover and remediate those unknown threats making OpenText Security Partners heroes in today's cyber threat jungle!

New to OpenText Partners

Risk & Compliance Advisory	Managed Security Services	Digital Forensics & Incident Response (DFIR)
Risk Advisory Assessments	Threat Detection & Response	Threat Hunting
Policy & Procedure Documentation Review	Vulnerability Scanning & Penetration Testing	Breach Response
Security & Incident Response Training	EnCase Manage	Insider Threats/ Investigations

EnCase Advisory Program (EAP)

OpenText makes it easy for Partners and their customers. Our EnCase Advisory Program (EAP) is designed to give the ability to 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.

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

- Brightcloud Threat Intelligence
- EnCase, the leader in forensics technology
- Advanced Analytics, including Magellan Ai
- Next Gen SIEM
- MITRE ATT&CK analysis
- SANS best practices
- NIST benchmarks

OpenText Security Partner Programs:

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 currently open to partners in the United States and soon available in other regions. There are no program fees, educational requirements, or annual revenue commitments. Partner discounts up to 10% on eligible services SKUs are available. 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 opportunity partnership, OpenText accepts referrals to its [partner referral program](#) by simply completing and submitting the web form. Accepted referrals will receive 5% commission on the eligible services SKUs upon receipt of a completed order from the end customer.

Eligible Services SKUs*	
Description	SKU
EnCase Advisory Program (EAP) Bronze (500 units), 1-Year Term	1000045654
EnCase Advisory Program (EAP) Silver (1000 Units), 1-Year Term	1000045655
Professional Services EnCase 20 Hour Health Check/Upgrade Services (Remote)	1000050843
Professional Services EnCase 40 Hour Health Check/Upgrade Services (Remote)	1000050844
Professional Services for EnCase 40 Hour Implementation	1000050845
Professional Services for EnCase 80 Hour Implementation	1000050846
Encase Advisory Program (EAP) 150 (150 Units), 1-Year Term	1000051021
Encase Advisory Program (EAP) 250 (250 Units), 1-Year Term	1000051022
Encase Advisory Program (EAP) Gold (1500 Units), 1-Year Term	1000051023

Other Partner opportunities

For more information on our other partner opportunities, visit our [Partners and Channels pages](#).

Join our Security Services reseller community to win your market share. Email our team today: SecurityServices@opentext.com.

*Special Terms & Conditions

- Services will be provided in accordance with the OpenText Professional Services EnCase Program 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.

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.

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