



PARTNER PROGRAM

Join the Qnext Managed Security Services Partner Program

Bring order to the chaos of remote access
to unstructured data for your customers with
FileFlex Enterprise.





Let's work together to deliver data access control based on a zero trust architecture for unstructured data while minimizing ransomware.

- Deliver the first ZDTA Overlay Service designed for the hybrid workforce
- Provide plug-and-play unified unstructured data access integrated into Windows (Android, Mac and iOS clients also available.)
- Get complimentary seats and offer prospects free trials
- Full sales, marketing, and technical support
- On-demand training and certification provided

FileFlex Enterprise Integration Benefits

Today's organizations are finding it increasingly difficult for hybrid workers to access, share and protect the unstructured data that has become the new normal. With FileFlex Enterprise will help to solve the following problems.

- Increased cyber threats such as data exfiltration and ransomware that traditional perimeter defenses fail to stop
- Managing the proliferation of disparate Microsoft 365, OneDrive, SharePoint and Azure storage
- The problems and costs of duplication, syncing and VPN access breaches
- The operating complexities of running hybrid, unstructured data environments that are on-premises, cloud-hosted and SharePoint repositories
- Multi-domain challenges – many data repositories that are diverse can be located anywhere in the world
- Hybrid workforce access, sharing, silo and security issues for contractors and gig-based workers



Smart Marketing Tools to Increase Sales

Close more deals and upsell more clients with proven sales and marketing assets. With campaigns-in-a-box, pricing and positioning guides, and demos at your fingertips, you've got everything you need to grow revenue, reduce churn, and ensure your success.

- **Account Dashboard:** Get a quick summary of your account status
- **Content Hub:** Access our marketing content so you can provide your customers with useful information
- **Support:** Submit support requests to your assigned sales engineer
- **Sales:** Check out the latest materials, promotions and development programs plus pricing and licensing information
- **Training:** Send your technicians to attend our training seminars to receive certification
- **Demo Seats:** Receive complimentary seats to offer your prospects a free trial

Generate Professional Services Revenue

FileFlex Enterprise deployments provide significant opportunities for professional services revenue:

- Managed platform services
- Data management services
- Data repository integration services
- Policy server services
- Account user portal access services
- Technical services, and
- Infrastructure services

Certified ZTDA Education Program

We want to make you experts. Our on-demand instruction program for technical and sales professionals is designed to enhance your zero trust data cybersecurity knowledge. Our Partner Programs include sales and support training, sales engineer certification and webinars to help you overcome today's and tomorrow's cyber challenges.

Partner Success Team

Your success is our goal. Our Partner Success Team will contact you and get you up and running on our program and, when you need some advice, they will be there to help out.



Become a Qnext Managed Security Services Partner

As a Qnext MSSP Partner you deliver our data access control overlay services as your own zero trust data security solution. You set your prices and margins. You host the services. You bill the customer, under your company brand. You provide the needed professional services to install and maintain the platform.

With the FileFlex Enterprise ZDTA overlay service you will be geared up for the latest in remote worker cyber protection

It's time to join the growing global network of managed security service providers and provide the FileFlex zero trust data security overlay service to your customers in any industry vertical.

Our MSSP Partner Program enables you to grow a robust zero trust data security services business by providing you with the sales, marketing, and technical support you need to increase your profits and give your clients amazing service levels.

How We Support Our Managed Security Service Partners

Partner with Qnext and we'll help you build and sustain profitable customer relationships with FileFlex Enterprise. You will get product discounts, lead referrals, support and ongoing access to valuable content and webinars.

Become a Qnext Technology Partner

Qnext Technology Partners include leading hardware and software companies, cloud solution providers, application developers and cybersecurity leaders. The benefits are substantial and include a full-service support and development team to work on integrations with you. The benefit is that you enhance your products and bring a ZTDA solution to them.

Integrate FileFlex Enterprise

Address the problems of unstructured data and reduce the risk of ransomware with the new benchmark for zero trust data access and sharing.

The Qnext Technology Partner Program is a large-scale relationship. You are able to integrate, embed, OEM or create specialized offerings. We help you to meet the ZTDA requirements of your customers by certifying integrations with the FileFlex Enterprise platform.

Our Technology Partners get pricing benefits, full marketing and technical support, lead referrals, and sales support.

FileFlex Enterprise
Technology Partners




Hewlett Packard
Enterprise

 **Microsoft**
Silver Partner

NEC