



Check Point
SOFTWARE TECHNOLOGIES LTD.

checkpoint-licensing@Ingrammicro.com

Desk hours - 8:30-8:00 Eastern

Market Development – Cindy Foltyniak

1-800-456-8000 x66650

www.checkpoint.com

Vendor Program Overview

Check Point Software Technologies Ltd. (www.checkpoint.com) worldwide leader in securing the Internet, is the only vendor to deliver Total Security for networks, data and endpoints, unified under a single management framework. Check Point provides customer's uncompromised protection against all types of threats, reduces security complexity and lowers total cost of ownership. Check Point first pioneered the industry with FireWall-1 and its patented stateful inspection technology. Today, Check Point continues to innovate with the development of the Software Blade architecture. The dynamic Software Blade architecture delivers secure, flexible and simple solutions that can be fully customized to meet the exact security needs of any organization or environment. Check Point customers include tens of thousands of businesses and organizations of all sizes including all Fortune 100 companies. Check Point's award-winning ZoneAlarm solutions protect millions of consumers from hackers, spyware and identity theft.

Key Products

UTM and IP Appliances

Endpoint Protection – Hard Drive and Media Encryption

Maintenance/Support

Support is required with all license purchases.

Support can be purchased as Subscription only, Subscription with 8x5 phone support (Standard) and Subscription with 24x7 phone support (Premium).

Media

Software download is available through the customer's user center.

Authorization Requirements

Check Point Software Technologies is a 100-percent channel-driven company, and for more than 10 years we have delivered partner programs that lead the security industry. We provide the best partnering opportunity for a broad range of Solution Provider business models. Membership allows Solution Providers to sell, consult on, train on, and support PURE security solutions from Check Point.

Your Opportunity

Check Point enables its partners to deliver intelligent security solutions based on its Unified Security Architecture, which allows enterprises of all sizes to improve security, reduce cost and complexity, and ensure that their security systems easily adapt to new and evolving threats. Partnering with Check Point, the security market leader, gives you the opportunity to provide the well-proven, intelligent, innovative and best in class security solutions for every market segment and any size business.

PureAdvantage

The Check Point PureAdvantage Program provides a global framework that enables you to:

- **Grow** your business, selling market-leading Check Point network and data security solutions.
- **Boost** your profitability as you advance program levels, through multi-tiered margins and sales incentives.
- **Increase** market awareness with the Check Point Co-op Marketing Program, one of the most generous programs in the industry.
- **Access** Check Point partner resources, a set of comprehensive sales, marketing, and training tools.

As a Check Point partner, you will enjoy the benefits of being associated with the most trusted name in security and be able to offer your customers Check Point's best-of-breed security products

PureAdvantage Program

The PureAdvantage program is designed to recognize investment in skilled sales and technical resources and create new revenue opportunities for partners of all sizes. As a Check Point partner, you can provide an unparalleled security offering with great value for your customers.

The program is designed to help partners achieve growth, add real value, and reward partners with increased commitment and investment.

Key Program Benefits

- Quality security solutions that enable you to provide the right security solutions for every market segment and for businesses of all sizes
- Designation as a Check Point certified solution partner, including listing in the Check Point Partner Locator and lead sharing
- Knowledge transfer and online sales training
- Co-op funds: a great resource for demand-generation marketing activities
- Regular sales, technical, and marketing updates
- Marketing and sales tools, including product and sales presentations, competitive information, selling guides, and more
- Pre-sales support and technical support available 24/7

To keep pace with the changes and complexities of today's security challenges, you need a partner that is uniquely equipped to provide security solutions that evolve at the speed of business. As the security market leader, with a 100 percent focus on security and 100 percent of sales through partners, Check Point is committed to working with you, our partner, to enable your customers to do business in a secure future.

Ordering Requirements

To assure prompt processing of your Check Point Purchase, please be sure to include the following information when placing your order with us:

1. End User user center number
2. PO number

3. End-user agency/organization name
4. End-user shipping street address, city, state and zip code
5. End-user contact name - first and last name required
6. End-user contact phone number
7. End-user contact email address (email domain must match business name)
8. Serial key(s) of licenses being upgraded
9. Ingram Micro Quote number (if applicable)

Product Delivery

Check Point's normal processing time on orders is 3-5 business days. Licenses are delivered through the customer's user center account. Hardware orders are shipped ground unless a third party freight number is provided.

Renewals

IM can process renewals for all Check Point products. When requesting a quote please provide the customer's user center number and current level of support.