# Why TD SYNNEX for CyberArk?

## A Security-Specialized Hybrid IT Distributor

CYBERARK®

IT Resellers choose to source CyberArk from TD SYNNEX for increased cybersecurity specialization, ease-of-pricing & operations, expert presales support, rewarding financial incentives, renewals automation, free training support and enablement.

## Identity Security Solutions

As the number, types and interconnectedness of identities multiply across business applications and cloud workloads, a new approach to **Identity Security** is required, one with Privileged Access Management at its core.

Using a Zero Trust model, every identity is authenticated and authorized before granting access. With CyberArk Identity Security, organizations can secure access across any device, anywhere, at just the right time through:

| CyberArk Privileged Access Solutions | CyberArk Workforce Identity and Customer Identity Solutions | CyberArk Secrets Management Solutions |
|---|---|---|
| Defending against advanced attacks, speeding digital transformation and helping achieve compliance. | Continuously monitor behavioral signals to make sure users are who they say they are. | Enable applications and automation tools to securely access sensitive resources at scale. |

## Why CyberArk

### Committed Long-Term Partner

- Integrated Solutions with flexibility to start where needed
- Proven leader for difficult security challenges

### Increased Customer Value

- Solve big business problems and acute security needs
- Deliver high value services
- Position team as the go-to for security challenges

### Financial Upsides

- Profitable solutions
- Recurring revenue
- Recognize and reward investment

TD SYNNEX Reach out to **CyberArk@SYNNEX.COM** to learn more

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## Programs and Registrations

### CyberArk Partner Network Program

The program is comprised of three tiers. As revenue and enablement commitments are met, partners receive increasing levels of benefits.

### Deal Registration

CyberArk offers Deal Registration benefits and applicable sales discounts to resellers at the Certified and Advanced levels.

### Certifications

CyberArk's enablement content is designed to meet the distinct needs of roles that are integral to CyberArk partner success: sales, pre-sales and consulting.

### Marketing Development Funds

CyberArk extends marketing investment to eligible resellers on a proposal-basis.

### Joint Webinars and Digital Marketing Programs

CyberArk offers webinars focused on real-world use cases and customer scenarios, and campaign kits with an array of co-brandable, digital marketing resources.

## Partner Enablement

Work with TD SYNNEX's CyberArk team to:

- Manage deals/opportunities & drive CyberArk's strategic initiatives for your customers
- Complete engineering, sales, & CyberArk focused training & onboarding
- Create multi-vendor POs to offer your customers a full solution

## Financing Options

TD SYNNEX has the ability to creatively finance opportunities with various finance products:

- Jumpstart the process by engaging with our Financial Services team
- Review current opportunities that could benefit from shifting from a CapX to an OpX model
- Options include TD SYNNEX Rise Program, Escrow, Lockbox, and more.

# Your TD SYNNEX CyberArk Team



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