

## Avast Business Partner Program

Find out how the Avast Business  
Partner Program can help you  
grow your business.



## Partner Certification

The Avast Business Partner Program is a comprehensive program designed to provide you with the essential skills and knowledge to accelerate your business by fully leveraging our business portfolio, promotions, and resources.

The program provides three certification levels – each with its own benefits to help you expand your security business. Simply choose the level that suits your business needs and provides you with the right level of support.

Our Select Partner Certification can be easily completed in less than an hour and provides an overview of Avast Business Solutions. Premier and Elite Partner Certifications both have comprehensive sales and technical tracks. Partners need 1 certified technical professional and 1 certified sales professional to become a Premier Partner and two of each to become an Elite Partner and get access to more discounts, promotions, and benefits.

### Get started

Move your security business forward with Avast Business **Select Certification**.

AUTHORIZED



Requires 1 Certified Associate

- Free technical and sales training
- NFR licenses
- Exclusive partner promotions
- Company listing in the Partner Locator tool on the Avast Business website
- Deal registration

### Take it to the next level

Expand your security portfolio and expertise with Avast **Business Premier Certification**.

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Requires 1 Certified Technical Professional & 1 Certified Sales Professional

- Free technical and sales training
- NFR licenses
- Exclusive partner promotions
- Company listing in the Partner Locator tool on the Avast Business website
- Deal registration
- **Solution selling support from Account Managers and Sales Engineers**

### Join the exclusive tier

Stand out from your peers and diversify your security capabilities with Avast **Business Elite Certification**.

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Requires 2 Certified Technical Professionals & 2 Certified Sales Professionals

- Free technical and sales training
- NFR licenses
- Exclusive partner promotions
- Company listing in the Partner Locator tool on the Avast Business website
- Deal registration
- Solution selling support from Account Managers and Sales Engineers
- **Lead referral**
- **Early inclusion in beta product enhancements**
- **Marketing development funds**

# Why Partner with Avast?

## Award-winning Product Portfolio

As an Avast Business partner, you'll have access to an award-winning product portfolio from one of the world's most recognized names in security. Whether you're looking for endpoint protection products or complete network management, our partner program provides all the training, sales assets, and competitive information you need to succeed and grow your business.

## Simplified Payment Platform

With the launch of our new Partner Portal, we are introducing new functionality that will enable our resellers and distributors to transact quicker and more easily. The new, integrated order management system will allow partners to place orders and pay via credit cards, wire transfer, or wire transfer on credit. Its simplified interface includes the ability to create order templates to speed up the ordering process.

## Business Made Easy

The new partner portal is designed to make it easier for our partners to do business with us. The portal provides one-stop access to our integrated Avast Business product portfolio, integrated billing and payment platform, sales and marketing assets, partner program details, training, and support.

## Deal Registration

The Avast Business Deal Registration Program is designed to protect and reward partners and distributors for their time and effort invested in generating an opportunity for Avast Business. All deals can be registered for up to 60 days via the Avast Business Partner Portal.

## Marketing Development Funds

The Avast Business Marketing Development Funds Program is a proposal-based reimbursement program that Avast Elite partners and distributors can use to support their external marketing campaigns. The primary objective of the program is to help our partners and distributors grow their Avast business by investing in Avast-based marketing initiatives.

## Certification Program

Avast Business offers an industry-leading certification program that will help you develop new revenue streams, deliver comprehensive security services, and become security experts. Our certification program consists of sales and technical tracks that provide you with in-depth information on the business and technical advantages of our products, help you understand our value proposition, and increase your profitability. These short, concise training modules include best practices, shortcuts, and tips that will help you sell more. Partners who take the training are rewarded with increased discount levels for each certification level achieved.

When a course is successfully completed within the sales or technical tracks, individuals will receive a certificate for a:

- Certified Associate
- Certified Sales Professional, or
- Certified Technical Professional

## Sales Track

Course	Time Required	Select	Premier/Elite
Introduction to Avast Business Solutions	20 minutes	●	●
Positioning & Selling Avast Business Endpoint Protection Solutions	23 minutes	●	●
Introduction to Managed Services	30 minutes	●	●
Positioning & Selling Managed Services using Avast Business CloudCare & Managed Workplace	58 minutes	●	●

## Technical Track

Course	Time Required	Select	Premier/Elite
Introduction to Avast Business Solutions	20 minutes	●	●
Installing the Avast Business Endpoint Protection Solutions Console	10 minutes	●	●
Configuring Avast Business CloudCare	14 minutes	●	●
Installing Avast Business Managed Workplace	23 minutes	●	●
Configuring the Avast Business Management Console	14 minutes	●	●
Deploying Avast Business CloudCare	10 minutes	●	●
Configuring Avast Business Managed Workplace	97 minutes	●	●

### Not yet an Avast Business Partner?

Visit our website and **fill out the form**. An account manager will be in touch with you shortly to welcome you to our Partner Program and walk you through the next steps.

**Start learning today.**  
Visit our **Partner Portal** to find  
the right course for you.