

# CISCO PARTNERS ... GET IMMEDIATE, RECURRING REVENUE WITHOUT BUILDING A MANAGED SERVICES PRACTICE FROM THE GROUND UP



## PARTNER WITH A MASTER MSP AND CONSIDER IT DONE.

In an increasingly competitive market, it is essential to align your company with leading-edge technology partners that you can trust. HEIT, a certified Master MSP, understands this necessity and values the potential for dynamic collaboration. We will help you fulfill the mission-critical requirement for high-performance, secure, and compliant solutions with 24x7x365 assurance by plugging your customers into the HIVE (HEIT Integrated and Validated Environment). That means you can offer comprehensive managed services that complement your existing offerings ... and that improves your bottom line.

### MANAGED SERVICES PORTFOLIO:

#### PERFORMANCE

- Service Desk
- Availability management
- Managed voice
- Hosted Exchange
- Hosted SharePoint
- Server management
- Network management

#### SECURITY

- Threat mitigation
- Intrusion prevention
- Data loss prevention
- URL/email filtering
- Encryption
- Endpoint security (HIPS)
- Anti-phishing

### PARTNERTRUST PROGRAM ELEMENTS

HEIT partnerTRUST is an innovative channel program that enables Cisco partners to extend their solution stacks with managed security services. When you join partnerTRUST, instead of building a security operations center from the ground up, you can quickly, easily, and profitably engage your customers. The program features:

- No program startup fee
- No infrastructure or personnel investment
- A simple partner agreement
- Quick partner onboarding - no complicated certifications required
- Dedicated pre-sales support and ready-to-launch lead generation programs.

Forrester predicts that the managed security services market in North America will grow from an annual \$1.5 billion to \$3.1 billion by 2013. Are you positioned to earn your share of that market?

Email [partner@goheit.com](mailto:partner@goheit.com) to learn how HEIT Managed Services can complement your existing offerings.



# HEIT PARTNERTRUST PROGRAM

## PARTNERTRUST PROGRAM BENEFITS

### Immediate Recurring Revenue

Our managed service Platform is ready for deployment now, so your customers will benefit from immediate performance and protection while you enjoy a margin-rich, recurring revenue stream.

### Rapid Time to Value

Why spend significant time and capital building your own managed services infrastructure, when you can immediately plug into HEIT's certified and validated platform? Realize quick ROI, extend the depth of existing account engagement, and broaden your potential customer base with minimal cost and risk.

### Peace of Mind

Your customers' data and processes are supported and protected in the same Cisco-powered, certified environment used by the most stringently regulated industries. Our experts ensure the platform is secure, up-to-date, and impenetrable to cyber threats so your customers can focus on their primary line of business.

### Continuous Customer Engagement

Ongoing management of your customers' network environments creates "stickiness." Our Monthly Managed Services Report (that you can review with your customer) provides technical business intelligence and enables proactive project planning.

### Partner Centricity

Whether you bill your customer monthly or you want HEIT to do it, we have a partnership option for you. In each case, HEIT believes in partner-centric rules of engagement - you will always own the account's product and professional services fulfillment.

### Sales and Marketing Support

Leverage HEIT's Partner Services Executives to support you through the entire pre-sales process. From customer qualification to building the proposal, our PSEs are with you every step of the way. You'll also have access to a growing library of sales and marketing tools, including co-branded brochures, webinars, ready-to-launch email campaigns, turnkey events, case studies, collateral, and interactive training.



HEIT HEADQUARTERS Fort Collins, Colorado



Managed  
Unified  
Communications



Managed  
Security



MSPAlliance™  
Managed Services Accreditation Program  
Accredited Master MSP



MSPAlliance™  
Green IT Certified



## ABOUT HEIT

Founded in 2002, HEIT, Inc. provides on-demand IT solutions, delivering extended uptime, increased compliance readiness, and the mitigation of cyber risk. The PCS-4 Platform offers IT performance, compliance, and security services that are co-managed 24x7x365 by certified knowledge experts in the HEIT Integrated and Validated Environment (HIVE). Tested as stringently as the most secured financial institution, the Platform offers flexible, affordable service levels for the management and protection of your customers' data. To learn more about the partnerTRUST channel program, visit [www.goheit.com/partner](http://www.goheit.com/partner).



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