DEVO DRIVE PARTNER PROGRAM

Deliver the Benefits of the Leading Cloud-Native Logging and Security Analytics Solution to Customers

As organizations accelerate their shift to the cloud, they rely more than ever on trusted partners that can provide the technologies and services essential for business growth. And those partners—from resellers and systems integrators to managed service providers—seek alliances with companies that offer innovative technologies ready to meet customers' needs.

The Devo Drive Partner Program empowers industry-leading resellers, MSPs, SIs, technology providers, and other partners to easily deliver the full benefits of Devo cloud-native logging and security analytics to their customers. The Devo Data Analytics Platform and solutions provide the powerful combination of real-time visibility, high-performance analytics, scalability, multitenancy, and low TCO that frees partners from the burdens of high overhead, on-premises management, and the pain of trying to deliver legacy logging and SIEM solutions.

Key Business Benefits for Devo Drive Partners

DEVO DRIVE PARTNERS REALIZE SIGNIFICANT BUSINESS BENEFITS, INCLUDING:

- The ability to leverage Devo's innovation, brand awareness, and market momentum to expand your business and meet your customers' needs

- Protected deal registrations that ensure the highest possible discount on each opportunity

- Competitive discounts and margins, along with channel-friendly sales promotions

- A complimentary onboarding process that includes enablement, sales training, technical training, and joint marketing activities

- Pre-sales support from skilled Devo solutions architects to help close deals faster

- A secure proof-of-concept environment for demonstrations and training—at no cost

- A certification program that qualifies partners to offer lucrative professional services

DEVO DRIVE FOR MANAGED SERVICE PROVIDERS

MSPs, especially those who specialize in security-related services, benefit from partnering with Devo to bring the industry's leading cloud-native logging and security analytics solution to their customers. The Devo Platform is purpose-built and proven to handle the volume of data and unique analysis requirements of service providers because of capabilities such as true multitenancy as well as extensive third-party integrations via a robust set of secure APIs. The Devo No-Compromise Architecture eliminates the need to build a custom platform. That enables MSPs and MSSPs to focus on what they do best—delivering world-class service to their customers.

DEVO DRIVE FOR RESELLERS AND SYSTEMS INTEGRATORS

Organizations frustrated by the limitations of legacy logging and SIEM solutions are ready for a new generation of cloud-native logging and security analytics. Resellers and SIs who join Devo Drive will be well-positioned to help customers address their enterprise logging and security challenges with the cloud-native platform that delivers flexibility, scalability, and a low total cost of ownership.

DEVO DRIVE FOR PROFESSIONAL SERVICES PROVIDERS

Devo is the ideal solution for professional services partners. As a SaaS offering, Devo eliminates the need for tasks such as installing software, allocating and configuring storage, and tuning databases. This frees our partners to do what they do best: focus on providing a range of training and other services that lead to strong relationships and ongoing revenue. Devo Drive professional services partners are well-positioned to help customers realize the full value of the Devo platform.

DEVO DRIVE FOR TECHNOLOGY ALLIANCE PARTNERS

With an open yet highly secure API, the powerful Devo platform integrates seamlessly with other leading technologies. Devo provides unmatched context, enrichment and added value for our partners and your customers. We have hundreds of successful integrations available today, and adding new integrations is fast and easy. We work with leading partners in multiple market segments to deliver comprehensive, innovative solutions to a fast-growing customer base.

Key Technology Benefits for Devo Drive Partners

- The first cloud-native multitenant architecture that delivers easy deployment and management capabilities
- Devo is certified for Amazon Web Services and Google Cloud Platform, which offers customers maximum cloud platform deployment flexibility
- The ability to ingest machine data in raw format at high velocity from any source—including cloud provider log files, firewalls, security, on-premises legacy applications, as well as governance and compliance solutions

- The ability to handle tens of petabytes of daily ingest and high-performance indexing so all data is immediately queryable, with up to 400 days of hot standby access
- The ability to send event data and analysis files via secure API to a wide variety of applications, including SOAR solutions
- A rich library of technical documentation and well-established workflows
- Access to a comprehensive proof-of-concept environment for demonstrations and training unique for each partner and fully supported

Contact the Devo Drive team for more information on how to bring the many benefits of Devo to your customers.