

Sectigo Unveils Revamped Channel Partner Program Setting Stage for Another Record Year of Channel Growth

Submitted by: Sectigo

Thursday, 10 January 2019

Introduces New Products, Tools, Rewards, and Certification Programs

ROSELAND, N.J. – January 10, 2019 – Sectigo (<https://sectigo.com/>), the world's largest commercial Certificate Authority and a leader in web security solutions, today unveiled comprehensive improvements to its Channel Partner Program, enabling partners to expand into new segments within the cybersecurity market and leverage additional support, tools, and discounts. Sectigo partners are authorized to resell Sectigo's complete portfolio of solutions including TLS/SSL Certificates (<https://sectigo.com/products/ssl-certificates-tls>), SMIME/Email Certificates (<https://sectigo.com/products/signing-certificates/email-smime-certificate>), Signing Certificates (<https://sectigo.com/products/signing-certificates/code-signing>), Certificate Manager (<https://sectigo.com/products/management-solutions/sectigo-certificate-manager>), IoT Manager (<https://sectigo.com/products/management-solutions/iot>), and PCI Compliance and Website Vulnerability Scanning.

In July, Sectigo (then Comodo CA) announced (<https://sectigo.com/newsroom/comodo-ca-achieves-significant-revenue-growth-rapid-expansion-into-iot-web-security-solutions>) significant revenue growth, fueled in part by a 27 percent year-over-year increase in global partner revenue. By further equipping its already-thriving channel of partners worldwide with additional tools and incentives, Sectigo is poised to continue this record growth in 2019.

"Sectigo is providing our partners with the necessary resources (<https://sectigo.com/partners/channel>) to increase visibility and profitability, and ensure their future success," said Heather Bell, Vice President of Enterprise Partners, Sectigo. "The initial input we have received about the new Channel Partner Program has been very positive – and we will continue to explore ways to make it mutually beneficial."

From marketing assets to account support, the new Sectigo Channel Partner Program offers a wide range of benefits and incentives for every member. Partners can work toward four tiered levels, each providing incremental benefits, support, and pricing discounts, such as:

New revenue streams to capitalize on sales of Sectigo S/MIME, Certificate Manager, or IoT Manager, as well as CodeGuard (<https://www.codeguard.com/>) backup and recovery solutions

Increased benefits per tier, including quarter planning and partner support

Partner market development funds (MDF)

New partner tools that ease and boost sales and marketing initiatives

Deal registration

"It's evident that Sectigo is committed to making our partnership successful," said James McGuire of The SSL Store, a Platinum partner of Sectigo. "With the program tiers, it's reassuring to know that as our business needs scale, so do the levels of support and benefits. Sectigo has also built in rewards, which are obtainable regardless of the level of partnership, partners will appreciate this flexibility as they grow their business."

For more information about the benefits provided to each level, read the Sectigo Channel Partner Guide (<https://sectigo.com/uploads/resources/Sectigo-Channel-Partner-Guide.pdf>).

Sectigo will launch a new Partner Portal in Q1 2019.

About Sectigo

Sectigo (formerly Comodo CA) provides web security products that help customers protect, monitor, recover, and manage their web presence and connected devices. As the largest commercial Certificate Authority trusted by enterprises globally for more than 20 years, and more than 100 million SSL certificates issued in over 200 countries, Sectigo has the proven performance and experience to meet the growing needs of securing today's digital landscape. For more information, visit www.sectigo.com (<http://www.sectigo.com>).

#

Elliot Harrison

Positive Marketing

eharrison@positivemarketing.com

+44 (0)20 3637 0649