

**SOPHOS**

Partner Program

# Sophos Global Partner Program

Effective from October 1, 2023



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## Delivering Superior Cybersecurity Outcomes

Defending an organization against rapidly evolving, increasingly complex and elusive cyberthreats is a considerable challenge. In today's volatile climate, going it alone is just not an option. There's a real need for an end-to-end cybersecurity approach and a strong partner to navigate this complex environment.

At Sophos, we provide you — and your customers — with unrivaled, real-world cyber defenses to stop more threats faster. And we do so with a remarkable return on investment for partners and customers alike.

Our unparalleled cybersecurity-as-a-service platform combines security services, technologies, expertise, and tools — from 24x7 threat monitoring and reporting to everything in between. As a Sophos Partner, you'll have extensive opportunities to gain even more of your customers' security budget while they enjoy the same level of cybersecurity readiness as many of the largest, most sophisticated organizations worldwide.

We're enabling you to become the trusted security advisor for your customers and take a whatever-works-best-for-you approach when it comes to managing security operations. You can establish your own threat hunting and incident response team, rely on our expert teams or combine both approaches so you can take the lead during the week, and we'll take over after hours.

By choosing Sophos you will be partnering with a provider that has been recognized as a product leader in endpoint security, network security, cloud security, and email security for over 30 years. We protect over 100 million users in over 500,000 organizations around the world, a number that grows by over 50,000 customers every year. Powered by SophosLabs and SophosAI — our global threat intelligence and data science team — Sophos' cloud-native and AI-powered solutions secure endpoints and networks against never-before-seen cybercriminal tactics and techniques.

“Sophos is making us bigger margins and it's so easy to install.”

– Ross Sinclair, Sales Manager, Compatibility Ltd.

“The engagement with Sophos is a stress-free relationship, with excellent support on both the account management side and technical-support side.”

– Simon Barnes, Principal Consultant, Riverlite.

## Stay One Step Ahead with the Sophos Adaptive Cybersecurity Ecosystem

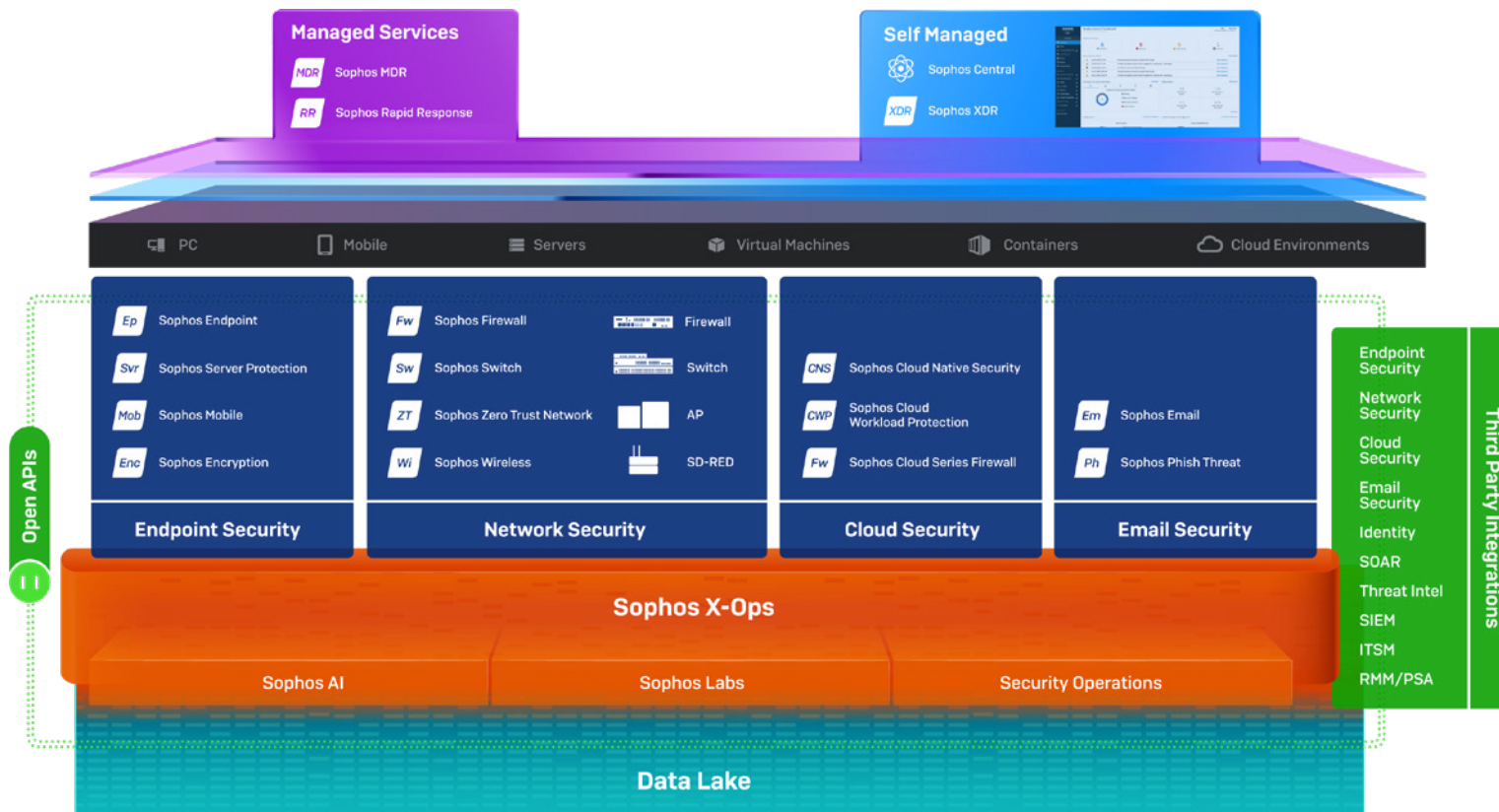
The Sophos Adaptive Cybersecurity Ecosystem (ACE) leverages automation and analysts and the collective input of Sophos products, partners, customers, and developers to create protection that continuously improves — a virtuous cycle that is constantly learning and advancing.

ACE is one of the most powerful operating environments for AI-powered protection and detect/respond capabilities for endpoints and workloads. We combine that with a broad and powerful network security lineup, a strong and growing portfolio of security solutions built especially for the cloud, and AI-powered email security solutions.

And every single customer benefits from the collective threat intelligence of our MTR security operations, Sophos Labs, and Sophos AI experts who work closely with our product teams, creating a virtuous circle of continuous enhancement.

The Sophos Data Lake stores an incredibly detailed record of telemetry, events, and additional context, enabling operators to detect incidents faster than ever by correlating information across an organization’s entire estate.

Our open API architecture and the option for incorporating third-parties — including other competitive cybersecurity vendors — allows you to work with whatever customers have in place, and does not require any disruptive “rip and replace”.



## Unwavering Channel Support with Partner-First Commitment

At Sophos, it has been a long-term strategic priority to see the needs of our partners as number one. We take great pride in our commitment to “Partner First, Partner Best.”

With lucrative revenue opportunities, Sophos empowers partners to succeed in an ever-changing cybersecurity landscape. Not only are we committed to providing your customers with the ultimate protection against modern threats using our award-winning next-gen cybersecurity solutions, but we’re also building our products and processes with our partners in mind. From development, operations, sales, marketing, to support – the Sophos team is dedicated to fueling your success with the tools and know-how to drive bottom-line revenue for your organization.

Here’s our commitment to you:



### Optimized Profitability

Accelerate your business by being responsive to the needs of today’s cybersecurity buyer.

- ▶ Huge growth opportunities through a complete portfolio of integrated technologies that work as a system.
- ▶ Profitable, sticky revenue streams through managed security services.
- ▶ Lucrative margin-retention opportunities with discounts for new and growing business.



### Trusted Partnership

Rely on superior protection from a trusted cybersecurity partner operating at scale.

- ▶ “Partner First, Partner Best” – a strategic priority leading to long-term relationships, not short-term transactions.
- ▶ Partner feedback and partner focus shape the Sophos product roadmap.
- ▶ Our goal is to deliver superior, real-world cybersecurity outcomes that are manageable, affordable, and lucrative for partners.



### World-Class Channel Support

Ensure customer success with tools and personal assistance to help you engage and win.

- ▶ Dedicated channel, pre- and post-sales teams help you close deals and keep customers secure.
- ▶ Competitive intelligence, and product and threat training enable you to successfully position Sophos products.
- ▶ Channel sales and marketing resources let you generate demand and build your pipeline.

## Getting Started as a Sophos Partner

Follow the steps below to stand out from the crowd and get the highest rewards for your investment.

### 1. Specialize

Select one or multiple specializations that reflect how you want to integrate Sophos into your business offering and go-to-market strategy.



You are delivering managed services and offer security-as-a-service combined with flexible billing options to improve your customers' cybersecurity posture. [Find out more.](#)



You are a cloud-native security advisor protecting customer workloads, data, apps, and access running across public, private or hybrid cloud environments. [Find out more.](#)



You are reselling next-gen cyber security as hardware, virtual or software solutions to provide your customers with the best cybersecurity in the world. [Find out more.](#)

### 2. Engage

Choose the level of engagement that best suits your business. As you advance your partner tier, you'll gain access to additional benefits and increase your margin retention opportunities. [Find out more.](#)



Entry level for the partner program, no revenue or certification requirements.



Sell and promote our products as part of your security portfolio. Minimal investment.



Demonstrate strong commitment in promoting Sophos to achieve revenue goals and obtain certifications.



Meet or exceed high revenue attainment and invest heavily in skills development and accreditation.



Exceed our highest billings attainment and invest heavily in skills development and sales enablement.

\*Select tier limited to North America region.

### 3. Distinguish

Get accredited to gain preferred treatment from Sophos and demonstrate your expertise to customers. [Find out more.](#)



Offer the industry's strongest cybersecurity protection and create a Sophos product architecture that works together as a system.



Stand out as the trusted cybersecurity advisor for our award-winning endpoint and server technologies.



Showcase your expert knowledge in network protection and adding additional layers to protect customers and data.

Join the Sophos Partner Program

## Managed Service Providers (MSP)

**Accelerate your service business with monthly recurring revenue growth and flexible billing options.**

Partnering with Sophos enables you to provide unparalleled threat prevention that suits all of your customers' security needs and is integrated across their entire environment with adaptive, highly effective solutions from a global expert.

Sophos makes it easy for you to deploy, manage, and sell new cybersecurity services across on-premises, hybrid, and public cloud environments. All products and services are optimized for managed service providers and delivered through a single, integrated cybersecurity management console to grow revenue and lower costs. Utilize key RMM and PSA integrations and maximize the return on your investment by integrating directly with tools you already own.



### What you can look forward to with Sophos MSP Connect Flex

#### Increase Your Revenue

**Extend your services:** Seize growth opportunities with access to the entire Sophos portfolio and get sales ready with on-demand product training in no time.

**Quickly identify gaps:** See product gaps, as well as up- and cross-sell opportunities highlighted in your console.

**Increase profitability through aggregate billing:** A single monthly billing report and aggregated, volume-based discounts.

#### Lower Your Costs

**Reduce vendor management time and resources:** One vendor for all your customers' security needs.

**Sell strategy, rather than point solutions:** Demonstrate your value with integrated products that work as a system to optimize prevention, detection, and response.

**Convert from CAPEX to OPEX:** Competitive, service-based pricing and monthly billing options.

#### Improve Your Efficiency

**Manage everything in on place:** A single management view built for MSPs enables you to manage and add customers and products anytime, anywhere.

**Automate installations:** Leverage RMM vendor tools and automate the installation of the Sophos protection across your customers.

**Integrate billing:** Maximize the return on your investment by integrating directly with popular PSA tools for billing that you already own.

Find a list of products available for monthly billing as well as valuable sales tools on the [MSP Hub](#) in the Sophos Partner Portal.

Visit the [Sophos MSP Licensing Guide](#) and [MSP Pricelist](#) for a detailed explanation of pricing bands and discounts.

Become a Sophos MSP Partner

Already an existing Sophos partner? Sign up here.

## Requirements for Sophos MSP Connect Flex

- Valid Sophos reseller and MSP agreement
- Completion of at least one sales certification [SC01]
- Completion of at least one MSP certification [MSP01]
- Distributor approval for monthly billings: Contact distributors [here](#).
- Sophos MSP partners use PSA / RMM tools and provide Level 1 support to their managed customers.

### Available Billing Options

- **Free trial** – Get customers excited with no commitment
- **Monthly** – MSP Flex: Billed monthly in arrears based on usage

“Sophos understands the MSP model better than any competing vendors, and this led to a natural partnership”

– Mike Chaput, CEO, Endsight

Become a Sophos MSP Partner

Already an existing Sophos partner? Sign up here.



## Cloud Security Providers (CSP)

**Secure cloud environments, cloud workloads, and networks in Amazon Web Services, Microsoft Azure, Google Cloud, and Oracle Cloud Infrastructure with Sophos.**

Customers are embracing the cloud as a part of their digital transformation. They are looking to Sophos Partners to protect workloads, data, apps, and access running in the public cloud from the development cycle to the ongoing security of production services.

Delivered as a service, our connected products and services enable Sophos CSP Partners to provide a comprehensive hybrid cloud security approach built on an automated, integrated, and open ecosystem. This ecosystem combines network security, endpoint and cloud workload protection, posture management and compliance, zero trust, cloud identity security, and managed detection and response services (MDR) in a single, consistent management view.



### What you can look forward to as a Sophos Cloud Security Provider

#### Increase Your Revenue

**Enable flexible cloud consumption:** A range of billing options designed to suit your customers' needs and help grow your partner business.

**Sell in AWS Marketplace:** Enable your customers in AWS Marketplace to purchase directly from you. You'll receive exclusive discounts on Sophos products, with the ability to customize customer pricing and license terms through AWS Marketplace.

**Benefit from extended deal registration:** Earn a 20% marketplace billings rebate when end-users buy directly in cloud marketplaces.

#### Improve ROI – For You and Customers

**Sell a multi-cloud protection strategy:** Delivered through a single management console, Sophos solutions span AWS, Azure, GCP, and OCI cloud providers.

**Offer hybrid cloud solutions:** Automatically respond to incidents with a full suite of cybersecurity products that all share information in real time across on-prem and cloud environments.

**Provide 24/7 protection and monitoring:** Offer a unique combination of managed services and comprehensive cybersecurity package at a fixed price.

#### Get Support Along the Way

**Access cloud experts:** Get top tier assistance from our expert Sophos Cloud Presales Solution Architects to support your customer deployments.

**Strategically plan your cloud business:** Connect with a geographically aligned Sophos Cloud Executive who will help you coordinate your cloud security, sales and Go-To-Market approach.

**Receive cloud-specific leads:** Receive qualified, cloud-specific leads from Sophos.

You can find valuable sales tools on the [CSP Hub](#) in the Sophos Partner Portal.

Become a Sophos CSP Partner

Already an existing Sophos partner? Sign up here.

## Requirements for Sophos CSP

- ▶ Valid Sophos [reseller](#) and [CSP](#) agreement
- ▶ Completion of at least one sales certification [[SC01](#)]
- ▶ Completion of at least one CSP certification [[CSP01](#)]
- ▶ Proven cloud security business:  
Sophos CSP partners cooperate with at least one of the following third-party cloud providers/platforms:
  - **Amazon Web Services** – Partners must be an AWS Partner Network Member with multiple Associate Certifications.
  - **Microsoft Azure** – Partners must be an Azure Expert MSP or hold Gold level competencies in Cloud Platform and/or Data Center.
  - **Google Cloud or Oracle Cloud Infrastructure** – Partners with an established cloud services business with Google Cloud or Oracle Cloud Infrastructure can be approved on a case-by-case basis.

### Available Billing Options

- ▶ **Free trial** – Get customers excited with no commitment
- ▶ **Hourly (PAYG)** – Available via AWS and Azure Marketplace (availability across product range varies)
- ▶ **Term** – 12, 24 and 36-month licenses available
- ▶ **Marketplace Private Offers** – Sell directly through AWS Marketplace with exclusive Sophos pricing

Become a Sophos CSP Partner

Already an existing Sophos partner? Sign up here.

## Next-Gen Resellers

**Resell leading next-gen products delivering the best cybersecurity in the world.**

You're the trusted expert for solutions that work together as a system and outsmart attackers.

We make it easy for Sophos resellers to grow revenue year after year by supporting them at every step with dedicated channel sales, technical, and marketing resources. You'll have access to the industry's broadest set of award-winning products designed to work together and integrated into a powerful, adaptive and synchronized system.



	AUTHORIZED	SILVER	GOLD	PLATINUM	SELECT <sup>1</sup>
<b>SUGGESTED RESELLER DISCOUNTS</b>					
Core Products SMB Discount (New and Renew)	14%	19%	24%	29%	24%
Core Products MM/E Standard Discount (New and Renew)	10%	10%	10%	10%	10%
Core Products Deal Registration	20%	25%	30%	35%	35%
Core Products Incumbency Discount	N/A	15%	20%	25%	20%
Standard Discount (All other products, including Support, ProServ, Training & Maintenance)	10%	10%	10%	10%	10%

A full list of core products can be found in the [Sophos price book](#) on the Sophos Partner Portal.

An overview on core product categories and which products are classified as SMB or mid-market/enterprise (MM/E) can be found in the [Core Product Categories](#) list, also available on the Sophos Partner Portal.

Distributors and resellers are free to determine their own resale prices and discounts.

Deal Registration and Incumbency are eligible for Core MM/E SKUs or if an SMB opportunity exceeds a regional currency threshold. Consult the [Deal Registration or Incumbency Guides](#) for more details. Incumbency is not available in LATAM region.

India specific discounts can be found in the India program guide.

<sup>1</sup> Select tier limited to North America region.

## Requirements for Sophos Resellers

- Valid Sophos reseller agreement
- Revenue and certification requirements as defined per partner tier

### Available Billing Options

- **Free trial** – Get customers excited with no commitment
- **Term** – 12, 24 and 36-month licenses available

Become a Sophos Next-Gen Reseller

## Partner Tiers

Global partner tiers provide clarity on exactly what is expected and available at each tier. At every tier, all Sophos Partners have access to resources to grow technical and sales expertise and ensure customer success.

### Benefits

	AUTHORIZED	SILVER	GOLD	PLATINUM	SELECT <sup>1</sup>
<b>EMPOWER SALES</b>					
Sales Tools	✓	✓	✓	✓	✓
Competitive Intelligence			Email Support	Email Support	Email Support
Technical Presales Help Desks		✓	✓	✓	✓
Product Evaluations & Demo Labs	✓	✓	✓	✓	✓
Deal Registration (Resellers, CSP Resell only)	✓	✓	✓	✓	✓
Incumbency <sup>2</sup> (Resellers only)		✓	✓	✓	✓
<b>ENABLE YOUR SUCCESS</b>					
On-boarding Assistance	✓	✓	✓	✓	✓
Partner Portal Access & Partner Communications	✓	✓	✓	✓	✓
Partner Care Support Team	✓	✓	✓	✓	✓
Technical Support	✓	✓	✓	✓	✓
Sales and Technical Training	✓	✓	✓	✓	✓
Not-For-Resale (NFR) Offering	✓	✓	✓	✓	✓
<b>PROMOTE YOUR OFFERING</b>					
Listing on Partner Locator	MSPs / CSPs only	✓	✓	✓	✓
Use of Sophos Partner / Specialization / Accreditation Logo	✓	✓	✓	✓	✓
Channel Service Center Marketing Support	✓	✓	✓	✓	✓
Co-branded Marketing Materials & Syndication Tools	✓	✓	✓	✓	✓
Demand Generation Campaigns	✓	✓	✓	✓	✓
Market Development Funds			By Invitation	By Invitation	By Invitation

<sup>1</sup> Select tier limited to North America region.

<sup>2</sup> Incumbency not available in LATAM region.

## Requirements

Entering the Sophos Partner Program and Cybersecurity Specializations requires a valid partner agreement by accepting the Sophos terms and conditions available on [www.sophos.com/legal](http://www.sophos.com/legal).

	AUTHORIZED	SILVER	GOLD	PLATINUM	SELECT <sup>1</sup>
<b>ANNUAL REVENUE REQUIREMENTS<sup>2</sup></b>					
Group A <sup>3</sup> USD		5,000 / year or 278 MRR	75,000 / year or 4,167 MRR	500,000 / year or 27,778 MRR	1,000,000
Group B <sup>4</sup> USD		5,000 / year or 278 MRR	75,000 / year or 4,167 MRR	300,000 / year or 16,667 MRR	
Group C <sup>5</sup> USD		5,000 / year or 278 MRR	50,000 / year or 2,778 MRR	150,000 / year or 8,334 MRR	
Group D <sup>6</sup> USD		5,000 / year or 278 MRR	25,000 / year or 1,389 MRR	100,000 / year or 5,556 MRR	
<b>CERTIFICATION REQUIREMENTS<sup>7</sup></b>					
Sales Certifications [SC01]		1	3	4	10
Selling MDR Certifications [SC02]		1	1	1	1
Engineer Certifications [ET]		1	2	2	3
Architect Certifications [AT]			1	2	
Technician Certifications [S]				1	

1 Select tier limited to North America region

2 Revenue is based on net billings to Sophos from distribution and marketplaces.

3 Group A Country List: Germany, Italy, UK, USA

4 Group B Country List: Australia, Austria, Belgium, Brazil, Canada, Chile, Colombia, France, India, Japan, Luxemburg, Malaysia, Mexico, Netherlands, Philippines, Singapore, South Africa, Spain, Switzerland

5 Group C Country List: Bangladesh, Bhutan, China, Hong Kong, Indonesia, Macau, Maldives, Mongolia, Nepal, New Zealand and Pacific Islands, Nigeria, Papua New Guinea, Saudi Arabia, South Korea, Sri Lanka, Taiwan, Thailand, Turkey, United Arab Emirates, Vietnam, Rest of Latin American Countries.

6 Group D Country List: Rest of the world

7 Sales Certification is based on completion of the Sales Fundamentals SC01 course. All Technical Certifications are based on completion of individual product courses e.g. ET15, AT80. Access the [training portal](#) to see which course(s) you have currently completed.

## Global currency conversions

Revenue requirements are converted into local currency as per the table below.

USD	GBP	EUR	AUD	YEN	INR	TRY
1.00	0.81	0.92	1.50	132.81	82.19	19.18

## Technical Accreditations

Our cybersecurity accreditations demonstrate your area of expertise. They help you stand out from the competition when customers are selecting a partner to trust.

When Partners complete a Sophos accreditation, they:

- Gain preferred treatment for early product launch enablement and notifications, lead referrals, and marketing engagement initiatives
- Receive prominent listing on the Sophos Partner Locator, where customers go to find a reseller
- Can use the accreditation logo and certificate

### Requirements

Sophos accreditations demonstrate your area of sales and technical expertise and help you stand out from the competition when customers are selecting a partner to trust. To achieve one of the accreditations below, your organization needs to meet the following certifications.



Required certifications:

- Sales Certifications [SC01]

**Both** of the following Architect certifications:

- Central Endpoint and Server [AT15]
- Sophos Firewall [AT80]



Required certifications:

- Sales Certifications [SC01]

**Two** Architect certifications of:

- Central Endpoint and Server [AT15]



Required certifications:

- Sales Certifications [SC01]

**Two** Architect certifications of:

- Sophos Firewall [AT80]

Visit the [Sophos Partner Portal](#) for an overview on available accreditations and direct links to certification courses.

## Expert Support from Sophos

Our partner-first commitment allows our team to provide as much or as little support as you desire. Here are the support channels you can rely on.

### Digital Support

Find immediate responses to your support questions by using our online Sophos Digital Support resources. Join our Sophos Community to engage with Sophos experts, discover our growing library of configuration and how-to videos (TechVids), and use our powerful Support Portal search engine to find our latest product documentation guides and knowledgebase articles.

[Sophos Community >](#)

[Sophos TechVids >](#)

[Support Portal >](#)

### Technical Partner Support

Sophos Technical Support is available to provide comprehensive, 24x7 multi-channel support. All Sophos Partners have access to enhanced support at no cost. VIP Access and Technical Account Manager (TAM) services are available to some qualifying partners. Partners can also purchase additional services like Enhanced Plus or TAM to meet their business needs.

[Learn More >](#)

### SURF - Log Analyzing Tool

SURF, or the Sophos Universal Reader and Finder, is a fantastic troubleshooting tool for Sophos Endpoint and Firewall. SURF provides easy access to Sophos support log bundles contents, extracting summary data and providing a search capability for the contained logs. SURF also identifies known issues and serves up links to Sophos knowledge base articles with helpful instructions should an issue is discovered.

[Learn More >](#)

### Preferred Support Partner Offering

Synchronized Security Partners at the Platinum tier benefit from a dedicated Sophos support account manager. Contact your Sophos representative if you have any additional questions.

[Learn More >](#)

### Rapid Response

Get your customers out of a cyber incident fast with the Sophos Rapid Response service. For a fixed fee, our team of expert incident responders is available 24/7 to help organizations identify and neutralize active threats.

[Learn More >](#)

## Sophos Partner Resources

Our partner-first commitment is to give you all of the resources necessary to empower you to drive sales success and provide extraordinary customer support. Here is a list of what we provide.

### Sales enablement

We want to ensure you have the skills needed as a Sophos Partner to grow your business and secure your customers. Becoming certified through our Sales and Technical courses allows you to gain more rewards as you climb the Sophos Partner Program ladder. Stay current on the latest product updates in our regular SophSkills sessions.

- [Training Overview >](#)
- [SophSkills Webcasts >](#)
- [Partner Events >](#)

### Sales support

Sophos pre-sales specialists are dedicated to your success, trained to provide you with help with RFPs, designing wireless implementations, and product migration support. Detailed competitor battle cards and our competitive intelligence desk help you position Sophos against other vendors to win business and deliver unbeatable protection for your customers.

- [Presales Help Desks >](#)
- [Competitive Intelligence >](#)
- [Selling Sophos Products \(Sales Tools\) >](#)

### Marketing tools

Sophos supports you in many ways as you successfully generate demand and increase revenue. Partners can automatically syndicate industry news or Sophos product information to their website, access comprehensive, co-brandable demand-gen campaigns that include automated lead tracking, and benefit from a complete asset library of product collateral, whitepapers, presentations, and more. Our Channel Service Center email support team (CSC@Sophos.com) handles partner requests for co-branded marketing collateral and content.

- [Co-Marketing Programs >](#)
- [Lead-gen Campaigns >](#)
- [Channel Service Center >](#)

### Sophos Home Commercial Use Edition

Sophos Home Commercial Use Edition delivers our powerful, business-grade cybersecurity to home Macs and PCs and is available for free for Sophos Partners and customers.

- [Learn More >](#)

### Partner communications

Cybersecurity is an ever-changing, highly dynamic industry. To compete, it is imperative to stay on top of the latest industry and product news. Get connected and follow us on social media. Our Sophos Partner News blog curates the latest in Sophos product news, partner program updates, marketing announcements, and the latest sales resources.

- [Partner News Blog >](#)
- [Twitter >](#)
- [LinkedIn >](#)



## Managing your Sophos Business

We're committed to ensuring your Sophos business runs efficiently and as smoothly as possible. Here's what we can do for you.

### Working with distribution

Sophos works with leading technology distributors worldwide to offer seamless transactional delivery to our partners and customers. Regional distributors can be found on the [Sophos Partner Locator](#).

### Partner Care support

Sophos Partner Care is here to give you all the support you need for your business transactions. Open a support case with our Partner Care team through <https://support.sophos.com> for help with:

- Licensing and ordering
- Access issues with the Partner Portal, Central Dashboard, and SophosID
- Updating company and contact details, as well as managing portal users

### Partner Portal

The Sophos Partner Portal is an award-winning, exclusive resource to help you manage and grow your business. In one place, it offers you numerous self-service capabilities that let you manage your opportunities, register deals, check your partner program status, receive training, access marketing programs, and much more at <https://partners.sophos.com>.

If you don't have an account yet, please [request portal access](#).

## Partner Program Compliance

Now more than ever, ensuring compliance is critical. Here are the guidelines and steps you need to take to do so.

### Training and certifications

Sophos sales and technical certifications are designed to help Sophos Partners grow their business and secure new customers. Becoming certified helps you climb the Sophos Partner Program ladder, earning more rewards as you go.

1. Sophos certifications are valid for two years from the day the course was made available.
2. Delta courses will extend your certification by up to two years, starting from the day the Delta course was made available.

Find out more about [Sophos Partner training and certifications](#).

Access certification and delta courses on the [Sophos Training Portal](#).

### Compliance audits

Sophos performs yearly compliance audits on March 31. The number of active certifications held on that day and your Sophos revenue generated during the previous 12 months (April 1 – March 31) will determine your partner tier for the following year. Throughout the year, partners qualifying for a higher partner tier will get promoted on the 15th of the next month. Changes to a lower tier will only happen once a year after March 31. Regular updates and changes to partner tiers will be posted in the Sophos Partner Portal.

As part of the yearly compliance audit, Sophos is deactivating partnerships with partners who have been inactive for at least three years. Partners can reactivate their partnership by simply re-applying to the Sophos Partner Program. Partners who have never transacted since signing up with the Sophos Partner Program will be deactivated after at least 12 months of inactivity.

## CRN Channel Awards and Recognition

Don't just take our word for being a truly channel-best company! Here's proof from third-party channel reviews:

- › [Sophos Sweeps CRN's 2022 Annual Report Card Awards for Cybersecurity Leadership and Innovation](#)
- › [Sophos receives exclusive 5-star rating in the 2022 CRN Partner Program Guide](#)
- › [MES Matters: Key Vendors Serving the Midmarket List for 2022 Includes Sophos](#)
- › [Sophos Named Cybersecurity Company of the Year by Cyber Defense Magazine](#)
- › [Sophos Takes Home 2022 CRN Security 100 and Channel Influencer Award](#)
- › [Sophos Receives 2021 Reseller Choice Award](#)
- › [Sophos Named Security Vendor of the Year 2021 by Channel Partner Insight](#)

## Quick Links

### Website

[www.sophos.com](http://www.sophos.com)

### Partner Portal:

[MSP Hub](#)

[CSP Hub](#)

[Product Information and Sales Tools](#)

[Partner Program Information](#)

[Deal Registration and Incumbency Guides](#)

[Product Not-For-Resale Guide](#)

[Certification Path Deskaid](#)

## Visit the Sophos Partner Portal

Manage your sales transactions, access valuable resources, our training and certification portal, as well as pricing and licensing details at [partners.sophos.com](http://partners.sophos.com)

No account? [Request portal access](#)

Need help? Open a support case via [support.sophos.com](http://support.sophos.com)