Carbonite + Webroot Partner Program

About the Carbonite + Webroot Partner Program

The Carbonite + Webroot Partner Program enables MSPs, resellers, distributors, and network and security vendors to grow with predictable, recurring revenue through cloud-based cybersecurity, threat intelligence, and backup/recovery solutions.

By providing the industry-specific tools, services, training, integrations, certifications and platforms our partners need to ensure trust and reliability with their customer base, the Carbonite + Webroot Partner Program empowers all types of businesses with a competitive advantage, so they can become their most successful.

Why Partner with Carbonite + Webroot

- **Growth:** We have the solutions and programs to help you grow your business, protect your clients and enable them to become more cyber resilient in an interconnected world.
- **Enablement:** We become your partner in establishing profitable margins and incentivize selling products that protect a client's bottom line.
- **Support:** We provide dedicated channel managers, marketing resources and partner tools to help grow your business.
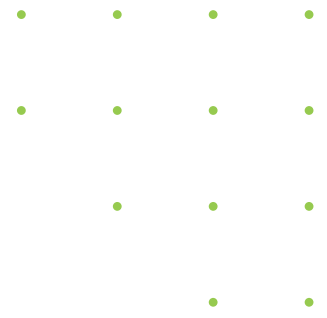
Carbonite + Webroot Partners Enjoy

- **A single provider** for data security and data protection solutions to support your comprehensive cyber resilience strategy
- **Flexible product deployment models**, including options with zero on-site hardware to maintain, as well as on-prem, cloud-based and Microsoft® Azure AD solutions
- **Access to our partner portal:**
  - Sales and marketing toolkits, SPIF and promo details that will incentivize and enable your team
  - Sales and technical certifications, and partner badges and rewards to keep your staff educated and cutting edge when it comes to our cybersecurity solutions
  - Access to marketing development funds and lead generation
- **Ability to participate and benefit** from deal registration, incumbent protection and not for resale programs
- **Lower operational costs and improve productivity** with our cloud-based, easy to install or integrated solutions optimized for virtual environments
- **RMM integrations** with ConnectWise, Continuum, Kaseya, NinjaRMM, Atera, SyncroMSP, Pulseway, Solarwinds MSP and Datto that enable MSPs to streamline their operations and grow their businesses
- **24/7 tech support for each region**

Partner Segments and Program

We offer different program options based on resellers' and partners' preferred way of working with Carbonite + Webroot.

Type of Partner	Description	Discounts
Value Added Resellers (VARs)/ Resale Partners	Partners with regional reach who provide co-selling opportunities with business backup solutions from Carbonite and data security solutions from Webroot	*Competitive margins with deal and incumbent protection.*
Managed Service Providers (MSPs)	Partners who provide fully managed IT services to clients using our cloud-based and on-premises solutions	*Flexible billing model based on usage and discounts.*
Distribution	Partners who manage and enable our partners within a defined territory, typically at the country level	*Additional distributor margin with deal and incumbent protection.*
Value Added Distributors (VADs)	Partners who support, enable and co-sell with Carbonite and Webroot in a defined territory, typically at the country level in the EMEA and APAC regions	*Higher margins to drive growth and support Carbonite/ Webroot business in growth region.*
Remote Monitoring and Management (RMM)	Partners who manage products through a centralized management platform for IT service providers as a wider, yet cost-effective, way to enable MSPs	*Custom negotiated discounts per license or volume-based tier.*
Alliance/Technology Partners	Network, security, and technology vendor partners with global footprint and the ability to drive volume.	*Custom negotiated discounts per license or volume-based tier*

Increase your sales, secure your customers, reduce operational costs, boost customer satisfaction and streamline productivity today through a single partnership with Carbonite + Webroot.

Visit carbonite.com or webroot.com to learn more.