THRIVE℠

Channel Partner Program

Driving Better Business Outcomes.
Thrive with Us.

Thrive delivers global technology outsourcing for cybersecurity, cloud, networking, and other complex IT requirements. Thrive's NextGen platform enables customers to increase business efficiencies through AI, automation, standardization, and scalability, delivering oversized technology returns on investment (ROI). Thrive aligns each client with a team of subject matter experts that know their industry and company inside and out to ensure a positive client experience. Thrive's high-touch service drives better strategies, service, and support from day one. We are ready to listen.

Channel Focused

- Guaranteed responses to opportunities within 24 hours
- Provides a wide variety of evolving educational resources to our partners
- A focus on understanding your business to align process and procedures
- A drive to assist our partners in their role as trusted advisors to their clients
- Dedicated and Regionalized Channel Management to support partners – driving confidence through partnerships

Thrive's Strategic Advantage

- **Consolidate Vendors:** Thrive's wide-ranging services allow customers to work with fewer vendors, reducing operational friction and improving coordination across IT functions.
- **Comprehensive Managed Services:** Thrive offers more than just disaster recovery; its services encompass a broad range of IT functions, from security management to cloud infrastructure, designed to minimize complexity and improve uptime.
- **Global Resiliency Solutions:** Thrive's international data center footprint ensures that clients have access to secure, scalable infrastructure that supports their global business operations.
- **Defined Rules of Engagement:** Partner Protection

Partner Benefits

- **Revenue Opportunities:** Partners can earn recurring revenue through the sale of Thrive's managed services, cloud solutions, and cybersecurity offerings.
- **Margin Structure:** Thrive offers competitive margin structures, with incentives for partners based on sales performance, customer retention, and upselling.
- **Co-Branding and Marketing Support:** Thrive provides marketing collateral, co-branded assets, and go-to-market support to help partners effectively market Thrive's solutions.
- **Training & Certification:** Partners can access a suite of training programs, certifications, and technical resources to improve their team's skills and knowledge.
- **Dedicated Partner Portal:** Access to a partner portal for sales and technical resources, lead management, and performance tracking.
- **Sales & Technical Support:** Dedicated support teams for pre-sales and technical assistance, helping partners close deals and provide best-in-class service to customers.

Why Thrive?

- Subject matter experts / POD approach
- Team of 800+ engineers
- Land and expand
- Security first solutions
- Global 24x7x365 SOC, NOC, and centralized services teams
- CSAT 99%

Superpowers

- Channel focused
- Financial services
- Consultative approach
- Dedicated verticalized support team
- End to end IT and cybersecurity
- Vendor consolidation
- Vast experience with M&A integration
- vCISO and vCIO offerings
- High touch service
- Business outcomes & ROI

70%+

of Cyber Risk Assessments & Autonomous Pen Testing **result in contract**

For more information, contact our Channel Operations Team:

Payten Jackman, *Sr. Channel Coordinator*
Paul Starkey, *VP, Channel Operations*

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The Voice of our Partners

"
Thrive was incredibly responsive to the opportunities we provided, and ultimately won. Their engineering resources are **great listeners** and every call with them resulted in uncovering additional customer needs that were not part of original request. The entire Thrive team is a pleasure to work with (sadly, a rarity in our industry) both pre- and post-sale. **We will continue to bring our strategic customer's needs to Thrive because of the confidence we have in their ability to deliver."**

Patrick Etheridge , *President, TekEfficient*

The Thrive Platform

The Thrive Platform, powered by ServiceNow, enables IT teams to deliver better service with less time and effort.

Thrive Services

Managed AI

- Copilot services
- Managed Gen AI
- AI Operations Management
- Vertical Models

Cybersecurity

- Threat Detection & Response
  – Managed Detection & Response (MDR)
  – Endpoint Detection & Response (EDR)
  – Network Detection & Response (NDR)
- Attack Surface & Risk Management
  – Vulnerability Management
  – Autonomous Penetration Testing
  – Server & Workstation Patching
  – Managed Firewall & Intrusion Protection
  – Dark Web Monitoring
- End User & Workstation Security
  – Email Security
  – Advanced DNS Security
  – Security Awareness Training
- Incident Response & Remediation
- Security for Microsoft 365
- Security Operations Centre
- Identity & Access Management
- Secure Password Vault

Cloud

- ThriveCloud
  – Managed
  – Enterprise IaaS
- Microsoft Azure Cloud
- Microsoft 365
- DaaS (Desktop as a Service)
- TransformIT ITSM

Disaster Recovery

- Cloud Replication & Recovery
- Data Protection & Backup Service
- DR Planning for Compliance
- Annual Recovery Testing

Global Network Management

- SD-WAN
- Zero Trust Secure Access
- 24x7 Performance Monitoring
- Network Management
- ISP Management
- Network Architecture & Design
- Equipment Based Managed Services (EBMS)

Productivity / M365

- AI Enablement
- Microsoft 365 Governance & Optimization
- Intranet & Extranet Development
- End-User Learning & Adoption
- Microsoft Power App & Automation Development
- Copilot Planning & Readiness
- Purview Management

Managed Services

- Hardware Procurement
- Project Management
- Workstation Deployment
- End User Support & Help Desk

Professional Services

- IT Operations Assessment
- Cyber Risk Assessment
- Consulting Services
- vCIO & vCISO Advisory Services

About Thrive

Thrive is a NextGen global technology outsourcing provider that empowers small and mid-market organizations to transform their technology into a strategic advantage. Offering a breadth of services from AI and cybersecurity to cloud, compliance, and traditional MSP/MSSP solutions, Thrive's team of seasoned experts develop strategies that standardize, scale, and automate technology to achieve outsized ROI. From advisory services to a 24×7×365 SOC and NOC, Thrive provides end-to-end IT and cybersecurity management so clients can focus on innovation and growth. With Thrive, your business is always supported and always secure. Learn more at **www.thrivenextgen.com** or follow us on **LinkedIn**.