



**Faronics™**  
Intelligent Solutions for **ABSOLUTE** Control

## Leverage The Strength Of Faronics Into Your Business

Faronics delivers software that helps manage, simplify, and secure multi-user IT environments. Our award winning products ensure 100% workstation availability and offer visible return on investment through monetary savings and reduced IT requests. Fueled by a customer-centric focus, Faronics' technology innovations benefit educational institutions, healthcare facilities, libraries, government organizations, and corporations.

As a profitable private company, Faronics looks to partner with like minded organizations that are driven to deliver a positive computing experience to their clients. Our Preferred Partner Program is designed to leverage joint efforts in servicing mutual customers through existing relationships, local presence, and value-added services. Our strong global network of partners stands as a testament to the quality of our products, and to the success of our channel program.



## Our North American Preferred Partner Program

Faronics understands that our partners have different needs based on their individual business models, and support a number of different partner initiatives. Those who demonstrate a higher level of commitment towards marketing and selling Faronics products are recognized and rewarded for their efforts.

The Preferred Partner status is reserved for Partners who wish to take an active role in the sale and support of Faronics products. As part of the Faronics Preferred Partner Program, you will receive the following benefits:

- Dedicated Faronics channel personnel
- Great margins
- Lead sharing programs
- Opportunity registration
- Accelerated margins on achieved sales quotas
- Priority technical support for our partners and your customers
- Marketing and promotional product materials
- Marketing Development Fund and Coop programs to drive marketing initiatives
- Access to NFR and beta software



# Our Ideal Partner

Faronics has adopted an intimate approach to channel recruitment. We do not saturate regions with partners and create heavy competition. Rather, we partner with unique, like minded partners that fit into set criteria. Not everyone is a perfect fit, but ultimately our partners will preferably fit into one of the developed profiles:

- Mid-size VAR currently selling within the education & public sector
- Mid-size VAR currently selling within the SMB market
- VAR focusing on sustainability and Green IT

# Expanding Your Reach

Preferred Partners have access to programs that provide financial support for marketing efforts, as well as benefits from joint marketing campaigns designed to generate demand and expand market opportunities. In return we require our Preferred Partners to provide the following:

- Direct access to sales staff for training and account management
- Technical support staff capable of Tier 1 support
- Faronics brand and product presence on company website
- Proactive (shared) marketing initiatives to promote Faronics
- Quarterly promotion of Faronics products to existing customer base
- Commitment to measure customer satisfaction

## LAYERED SECURITY SOLUTIONS

The layered approach expands the scope of IT security to create a tight defense against potential threats. No single technology can guarantee absolute security, but by layering these solutions you can achieve solid protection.

► [www.faronics.com/layeredsecurity](http://www.faronics.com/layeredsecurity)

### INSTANT SYSTEM RESTORE



FARONICS  
**DEEP FREEZE™**  
ABSOLUTE System Integrity

As the core layer to your system, Deep Freeze delivers enterprise-wide protection against accidental or malicious damage without restricting user access. Deep Freeze automatically restores workstation configurations with every reboot resulting in reduced IT support costs.

### APPLICATION WHITELISTING



FARONICS  
**ANTI-EXECUTABLE™**  
ABSOLUTE Protection from Unauthorized Executables

As the middle layer between instant system restore and anti-virus, Anti-Executable ensures dangerous malware and unauthorized software are never a threat. Its application whitelisting protection allows only approved applications to run on any computer or server ensuring safety and compliance.

### ANTI-VIRUS



FARONICS  
**ANTI-VIRUS™**  
TRUSTED Threat Protection

As the final layer in your layered security strategy, Faronics Anti-Virus ensures proactive, resource-efficient malware protection without compromising system performance. It combines anti-virus, anti-spyware, and anti-rootkit technologies into a tightly integrated solution that seamlessly integrates with Deep Freeze.

## CONTROL SOLUTIONS

Faronics' solutions provide users with control over energy management, workstation configuration, and lab monitoring.

### PC POWER MANAGEMENT



FARONICS  
**POWERSAVE™**  
AUTOMATED Energy Conservation

Give inactive PCs a rest and reduce computer energy costs without interfering with user or IT needs. Power Save's intelligent PC power management eliminates unnecessary computer energy waste and proves a rapid ROI through detailed savings reports.

### LAB MANAGEMENT



FARONICS  
**INSIGHT™**  
COMPREHENSIVE Lab Control

Insight empowers instructors to educate, monitor, and communicate with an entire class from one central computer. Gain classroom control by monitoring usage and blocking web activity while utilizing screen-sharing collaboration tools.

### USER MANAGEMENT



FARONICS  
**WINSELECT™**  
DYNAMIC Preference Control

Simplify your user environment and configure the functionality and feature set of any Windows computer with WINSelect. WINSelect can complement, manage, or even replace Group Policy Objects.

## Contact Us

North America - Terry Wilson

Phone: 1-604-637-3333 Ext. 4601  
Toll Free: 1-800-943-6422 Ext. 4601

Fax: 1-800-943-6488  
Email: [twilson@faronics.com](mailto:twilson@faronics.com)

