



Blanco Service Provider Partner Program

Helping managed service providers launch certified and auditable data erasure solutions and services.

Why Join the Blanco Partner Network?

You need to provide your customers with solutions and services that protect and strengthen your brand. Blanco Data Eraser solutions provide organizations with confidence and proof that their data is securely erased to improve their security posture. With the rapid transition from traditional IT infrastructure to virtualized and remotely managed systems, Blanco addresses the key need for ensuring that data is certifiably erased when assets reach end-of-life or within active data environments. In doing so, organizations can achieve data sanitization and prove compliance with auditors.

By providing our service provider partners with business, technical, marketing and go-to-market support, they can expand their offerings to provide Erasure as a Service including certified data erasure solutions.

Our partner program provides you with:



Services and Support

Blanco's Global Professional Services team leverages the ISO 9000 methodology to help you launch certified and auditable data erasure solutions to your customers. With our consulting, implementation, configuration services and ongoing support, you can expand your capabilities to meet a growing business need. Our services and support include:

- Strategy Consulting
- Implementation Assurance
- System Integration and Product Development
- Technical Online Resources and Assistance



Certification and Training

Expand your offering to include Erasure as a Service. As a Blanco partner, you'll be trained by technical experts to strengthen your data eraser knowledge and capabilities. Resources include technical content, online or in-person certification programs and full access to Blanco University. Our training and certification programs include:

- Ongoing Sales Training
- Technical Pre-and Post-Sales Trainings
- Certified Engineering Training
- Service Provider Certification



Sales and Marketing Enablement

Educate your sales teams, provide them with the right tools and easily drive awareness and consideration. As a Blanco partner, you have opportunities to participate in co-branded marketing campaigns, joint webinars, case studies, sponsorships and more with the following:

- Partner Marketing Portal Access
- Product Launch Package
- Joint Marketing Opportunities
- Marketing Strategy and Promotion Campaigns

The Service Provider Partner Program recognizes those providers who choose to deploy Blanco's industry leading data erasure solutions and offers a number of key benefits to companies wanting to join the program.

BENEFITS	AUTHORIZED	SILVER	GOLD	PLATINUM
Marketing and Sales Support	✘	✓	✓	✓
Certification to Provide Erasure as a Service	Option Available	Option Available	Options Available	Included
Account Mapping and Planning for Lead Generation	✘	✓	✓	✓
Support Options	✘	✓	✓	✓
Access to Partner Content Portal	✘	✓	✓	✓
Access to Hands on Technical Resources	✘	✘	✓	✓

For over 20 years, Blanco has offered solutions that support compliance with data protection and privacy regulations. As the de facto standard in data erasure and mobile device diagnostics, Blanco solutions provide you with an absolute line of defense against costly security breaches, as well as verification of regulatory compliance through a 100% tamper-proof audit trail.

Regardless of device or erasure standard, no other security firm can boast this level of compliance with the most rigorous requirements set by government agencies, legal authorities and independent testing laboratories.

Join us today. Contact channelteam@blanco.com.