



Agents and Technology Consultants partner with Thrive to leverage our technical expertise coupled with our NextGen managed services. Thrive is considered a trusted advisor that partners rely on to offer their clients NextGen Technology Services.

Why Partners Work with Thrive

1. Long history throughout the management team of building businesses through lifelong channel relationships.
2. Suite of services that can manage a customer's entire IT environment to help you maximize your relationships.
3. Disruptive next generation services driven by an automation and self-service platform built on ServiceNow.
4. One of the largest and fastest growing MSPs and MSSPs in the country with a nationwide reach.
5. Proven playbook on how to help a partner sell Managed IT Solutions when it isn't their core competency.

Thrive's Channel Approach



REACTIVE

1. Have you had any challenges or do you foresee making any changes to your cybersecurity program?



PROACTIVE

1. Are you receiving any due diligence requests from your vendors or customers?
2. Are you facing compliance challenges with cybersecurity insurance renewal?
3. Have you observed cybersecurity events taking place within your vertical or among your competitors?
4. Do you have assurance of your ability to predictably recover from a cybersecurity event?



THOUGHT LEADER

1. Have you validated and do you feel comfortable with your current cybersecurity strategy? Do you have one?
2. Have you identified where you need to invest when it comes to IT?
3. Have you adopted a recognized cybersecurity framework?
4. Do you have any compliance or regulatory requirements?
5. How are you continually validating the effectiveness of your cybersecurity strategy?

Dedicated Channel Team

- ◆ EVP of Channel
- ◆ VP of Channel Sales
- ◆ Director of Channel Development
- ◆ Assorted Regional Channel Directors
- ◆ Inside Channel Representatives

Primary Service Offerings

- ◆ Managed Security Solutions
- ◆ Dedicated Cloud Based Services
- ◆ Server, Network Monitoring & Support
- ◆ User Device Support
- ◆ Managed Business Continuity and Disaster Recovery
- ◆ Equipment Based Managed Services

Consulting Engagements

- ◆ Cybersecurity Risk Assessment
- ◆ Technology Operations Assessment
- ◆ Virtual CISO
- ◆ Virtual CIO

Interested in learning more about our Channel Partner Program?

Contact us at 866.205.2810 or channelpartners@thrivenetworks.com