

Illumio Managed Service Provider

Illumio delivers the fastest path to enhancing your cybersecurity stack. Stop attacks from spreading through your clients' digital infrastructure while opening opportunities for new and recurring revenue.

Illumio: A new approach to cybersecurity

According to [Gartner](#), "By 2026, 60% of enterprises working toward zero trust architecture will use more than one deployment form of microsegmentation, which is up from less than 5% in 2023."

The Illumio Managed Service Provider program allows you to protect customers with segmentation purpose built for Zero Trust security. Illumio's groundbreaking segmentation capabilities isolate breaches and keep them from spreading, ensuring attackers and malware don't move beyond the first point of entry.

With MSP-centric features to manage tenants and deploy visibility and Zero Trust control in hours, Illumio provides an incredibly quick return on investment. Along with service offerings tailored to meet specific customer needs, the program provides the flexibility of monthly billing.

Your customers rely on you as a cybersecurity expert. With cyber threats on the rise, organizations of all sizes need to prevent security incidents from becoming cyber disasters.

When you join the Illumio Managed Service Provider program, you'll be partnering with the leader in segmentation. Protect your customers and their networks with a Zero Trust security model.

Program overview

The Illumio MSP Partner Program empowers MSPs with the Zero Trust Segmentation technology and resources they need to deliver the best cybersecurity solutions to their clients, including:

- Training, services, and solutions
- Illumio Partner Portal access
- Sales and marketing
- Customer support business outcomes

To join the program, MSPs must:

- Focus on security services such as monitoring and managing firewalls, intrusion detection systems, and securing cloud environments
- Hold the title and be responsible for the licensing
- Be considered Illumio's direct client
- Provide Level 1 and Level 2 support to clients
- Bill the client directly; Illumio bills the MSP

Why join our program?

Pricing	Training	Sales and marketing
<p>Illumio offers two pricing options for MSPs:</p> <ol style="list-style-type: none">1. Annual contract (12 month minimum) paid in full NET302. Equal monthly payments contracted under one- to three-year terms	<p>The Certified Services program is ideal for MSPs looking to establish or expand your Illumio services practice with one-on-one, hands-on workshops. This track includes Illumio Certifications and professional services mentoring.</p>	<p>Collaborating with our Sales and Marketing teams, we co-sponsor webinars, events, and conferences to educate customers and promote awareness of Zero Trust and network segmentation.</p>

Foundation Managed Service Providers

This level is for MSPs that are new to Illumio, beginning to integrate Illumio products into their portfolio, and looking to deepen their engagement.

Certification requirements:

- One Engineer / Level II certification
- One Pre-Sales SE Demo Certified

Benefits:

- Access to Illumio's sales and marketing tools
- Business plan and GTM strategy development
- Enhanced sales and marketing support, including co-marketing funds and campaigns
- Advanced training and certification programs
- Priority technical support
- Access to beta programs and new product previews

Select Managed Service Providers

The highest tier within the Illumio MSP Program. Select Managed Service Providers are recognized for their significant sales achievements, deep technical expertise, and strong commitment to promoting Illumio solutions. This level is reserved for MSPs who lead in delivering advanced cybersecurity solutions and demonstrate a strategic partnership with Illumio.

Certification requirements:

- Two Engineer / Level II certification
- One Level III certification
- Two Pre-Sales SE Demo Certified

Benefits:

- Highest priority in technical support and dedicated account management
- Increased co-marketing funds and strategic joint marketing initiatives
- Exclusive training sessions with direct access to Illumio product teams
- Invitation to participate on the Illumio Advisory Board and attend leadership summits and strategy meetings with Illumio executives
- Enhanced visibility in the Illumio partner directory

A security architecture for modern threats

Illumio Zero Trust Segmentation (ZTS) automates Zero Trust policy creation to block all unnecessary communications between devices and applications. This prevents breaches and ransomware attacks from spreading throughout the network.

Illumio is not tied to your network. This removes the challenges of trying to isolate threats with costly and complex solutions that are tied to the network, such as NAC.

Illumio quickly enforces policies, all while being invisible to end users. Illumio works on or off the network and doesn't harm system performance or employee productivity.

With Illumio, you get end-to-end visibility into network traffic to understand traffic activity, identify lateral movement by malware or hackers, and inform policy decisions.

With Illumio, you can:

- Improve cyber resilience by protecting critical business applications with Zero Trust security.
- Drastically reduce the attack surface by isolating threats to a single device or segment.
- Give existing endpoint security and EDR solutions more time to detect and respond to threats.
- Translate high-level data security and privacy policies into host-based firewall rules to enforce Zero Trust policies on every system in the organization.

The proven microsegmentation leader

Illumio was recognized by Forrester in the Microsegmentation Solutions Landscape, Q2 2024. Illumio is a Representative Vendor in the Gartner Market Guide for Microsegmentation.

Learn more about Zero Trust Segmentation for MSPs

www.illumio.com/partners/msp

About Illumio



Illumio, the Zero Trust Segmentation Company, stops breaches from spreading across the hybrid attack surface. The Illumio ZTS Platform visualizes all traffic flows between workloads, devices, and the internet, automatically sets granular segmentation policies to control communications, and isolates high-value assets and compromised systems proactively or in response to active attacks. Illumio protects organizations of all sizes, from Fortune 100 to small business, by stopping breaches and ransomware in minutes, saving millions of dollars in application downtime, and accelerating cloud and digital transformation projects.