

A woman with long dark hair, wearing a red dress, is looking upwards and to the right. She is standing in front of a modern building with a glass facade at night. The building's lights are visible, and the sky is dark. The overall mood is professional and aspirational.

Become a Forcepoint Managed Security Services Provider Partner

Forcepoint

[Brochure](#)

Our MSSP program allows service providers to enable new business in areas of strong market growth, develop customer relationships as a valued cyber security advisor, and build a strategic relationship with Forcepoint, a trusted security Industry leader. To become a Forcepoint MSSP Partner, you must be in the Forcepoint Partner Program.

On Boarding Process

There are 3 main steps to be MSSP Accredited

Step1: Understand the MSSP Requirements and complete the MSSP Business Plan

Step2: Complete Technical MSP Training per Competency (NGFW orCloud)

Step3: Complete Technical Support Training per Competency (NGFW only)

MSSP Business Requirements

	MSP Specialization	TELCO / GSI (MSP PARTNERS)	Security Added Value Resellers (MSSP PARTNERS)		
Business Requirements & Conditions	Tier Level Designation (Required)				
	Definition of the Partnership	A managed service provider (MSP) delivers network, application, system and e-management services across a network to multiple enterprises, using a “pay as you go” pricing model. A “pure play” MSP focuses on management services as its scores offering.		A managed security service provider (MSSP) provides outsourced monitoring and management of security devices and systems (include managed firewall, intrusion detection, VPN services...) MSSPs use high-availability SOC to provide 24/7 services.	
	Tier Model	1 Tier / 2 Tier		2 Tier	
	Billings Target (Total Contract Value)			Large & Medium Countries	Small Countries
	MSP Booking Target (TVC) in USD - Include Annual Sell to and Sell Through (*)	\$2,500,000		\$500,000	\$250,000
	MSP Booking Target (monthly billing)	\$200,000		\$40,000	\$20,000
	Threshold for Monthly Billing Activation (annual payment if below).	\$20,000		\$4,000	\$2,000
	Focus Market				
	Enterprise (> 2,500 users)	Yes		No	
	Mid-Market (500 – 2,500 users)	Yes		Yes	
	SMB (< 500 users)	No		Yes	
	Channel Discount				
	Discount %				
	Sell To (*)	Eligible for special discounts		Eligible for special discounts	
	Sell Through (**)	50%		50%	
	Commitment				
	Business Plan to Share and Define Goals and Objectives	18 months		12 months	
	Program Qualification	Required		Required	

MSSP Business Plan

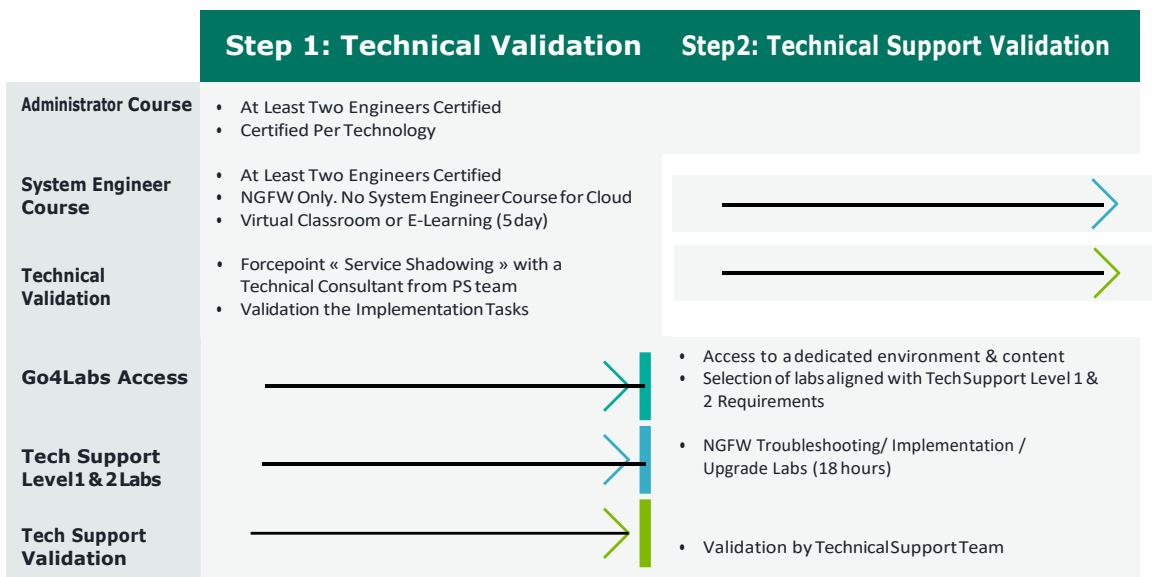
We ask partners to have a business plan completed at the time of the application. This will help Forcepoint and Partner to mutually understand the vision and strategy in order to successfully meet the target business and technical requirements.

Business Plan & Qualification

Partner Business Model	The Plan
<ul style="list-style-type: none"> → How does the partner package and deliver services to the market? → Who is the target market/segment and "Sweet Spot"? → What was last fiscal year revenue number? → What is the current growth rate? → How many customers and end users does the partner currently provide services to? 	<ul style="list-style-type: none"> → Which Forcepoint solutions does the partner plan to sell? → How will the partner package the solutions with their services? → Does the partner operate such services today? → What is the expected launch date of this service? → What is compelling the partner to work with Forcepoint to deliver services to the market? → If Partner is dissatisfied with a current vendor, why? → What are the expected outcomes by partnering with Forcepoint?

Technical Accreditation Path

MSSP Technical Accreditation consists of 2 steps. (See Figure Below)



Cloud Certifications Required

Description	Where	Time
Cloud Web		
1. Forcepoint Web Security Services Professional—Level 1	Forcepoint University	1.65 hours per engineer
2. Forcepoint WebSecurity Administrator	Virtual or Classroom	4 hours (1 day)
Cloud Email		
1. Forcepoint Email Security Services Professional—Level 1	Forcepoint University	1.7 hours per engineer
2. Forcepoint Email Security Administrator	Virtual or Classroom	4 hours (1 day)

Step1: Complete the Presales Engineering Certification (free of charge) for the chosen Forcepoint product specialty as a mode of on boarding into the solution area.

Step2: Complete Forcepoint Administrator training and/or pass the Administrator Certification for the chosen Forcepoint product specialty.

Forcepoint Certified Administrator courses are focused on enabling the Services Professional to perform the role that administers the product’s core functions in a customer’s operational environment. Foreach Administrator course, attendees will learn the fundamental concepts, terms, technologies and processes needed to:

Configure · Administer · Create & Deploy Policy · Manage · Support · Report

NGFW Certifications Required

Description	Where	Time
NGFW		
1. Forcepoint NGFW Services Professional – Level 1	Forcepoint University	1.75 hours per engineer
2. Forcepoint NGFW Administrator	Virtual Classroom or E-Learning	16 Hours (4 days)
3. Forcepoint NGFW System Engineer		40 Hours (5 days)
4. Technical Validation by Forcepoint Professional Services	Remotely	Custom

NGFW Certifications Required

Please note: Step 1 and 2 will be same as about certification level. The NGFW platform will require an additional step.

Step3: Complete the Forcepoint Systems Engineer training and pass the Systems Engineer Certification for the same Forcepoint product specialty.

Forcepoint Certified System Engineer is an advanced level product training and is focused on enabling Services Professionals to perform complete implementations of a Forcepoint product in a customer's operational environment. Attendees must complete the Level 2 - Forcepoint Certified Administrator training for the same product as a pre-requisite for the System Engineer course. For each System Engineer course, attendees will build expertise in the advanced concepts, terms, technologies and processes needed to:

- **Plan/Size the implementation**
- **Install the product**
- **Set Policy structure & configuration**
- **Perform Advanced Deployment**
- **Perform Advanced Configuration (HA, endpoints where applicable)**
- **Complete the solution integration**
- **Tune the implementation**
- **Troubleshoot the implementation**

Technical Support Certification and Validation

A MSSP partner must provide Technical Support Level 1 & 2. Their skills and experiences are key for creating a positive customer success outcome. Beyond the technical competency, (implementation, management, upgrade) partner must be able to provide the necessary technical support (troubleshooting) before opening a ticket with Forcepoint Technical Support for additional assistance from a backline TSE, for more complicated issues.

Forcepoint will provide the following resources:

- Go4 Labs Access for dedicated Labs (Troubleshooting)
- Management & Troubleshooting, Upgrade Training
- Direct access to Forcepoint Level 3 Technical Support Engineers
- Validation by Technical Support Team
- Access to Technical Support documentation

Questions?

For additional information on Partner Certifications, please refer to the Addendum Guide for Accredited Services Partner:

<https://www.forcepoint.com/sites/default/files/resources/files/brochure-forcepoint-accredited-services-partner-program-en.pdf>

Questions about Forcepoint Services Professional or other Forcepoint training? Contact Forcepoint Technical Learning Services at learn@forcepoint.com

The Forcepoint logo consists of a stylized 'F' icon followed by the word 'Forcepoint' in a bold, sans-serif font.

forcepoint.com/contact

About Forcepoint

Forcepoint is the global human-centric cyber security company transforming the digital enterprise by continuously adapting security response to the dynamic risk posed by individual users and machines. The Forcepoint human point system delivers risk-adaptive protection to continuously ensure trusted use of data and systems. Based in Austin, Texas, Forcepoint protects the human point for thousands of enterprise and government customers in more than 150 countries.