

Innovation

ivanti
Partner
Network

Predictability
& Continuity

Opportunity

Profitability

Accountability
& Transparency

Profitability



“Profitability” and “profit” are closely related, with one key difference. Profit is an absolute number or amount, while profitability measures efficiency—the ability to produce a return on investment based on the resources of the business. And Ivanti is all about providing resources to help our partners grow their business while and reduce expenses. Our deal registration program provides

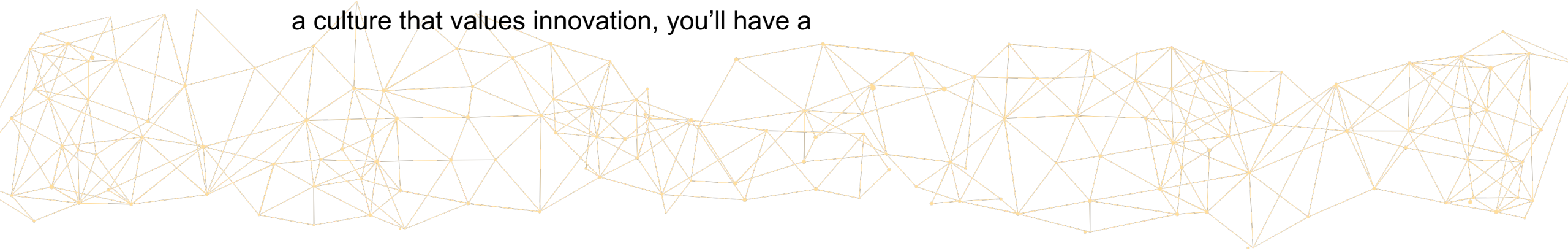
significant margin spread and our guaranteed commission program provides significant rewards for leading and selling Ivanti solutions. Rest assured, that’s a formula to profitability when you deliver Ivanti solutions.

Innovation



Innovation is a crucial ingredient in not only product development but also in how we go to market, communicate and do business with our customers and partners. By partnering with Ivanti, a market leader with a mindset and a culture that values innovation, you'll have a

access to world class solutions, support and programs that help your organization deliver the highest value to your customers.



Predictability & Continuity



Working with multiple vendors can be difficult but working with unpredictable vendors can not only be difficult but time consuming, costly and frustrating. We understand that to be a valued vendor partner, profitability is priority one but along with that, our partners rely on Ivanti to be a strong financially sound and well run organization that they can count on. In an industry where change is a constant, this is difficult objective for all. By working proactively with our top partners, we can adapt and meet the demands and needs of

our customers and a constantly changing landscape, while maintaining an ease of doing business our partners can depend on.

Our foundational culture is “customer’s first”—guided by an executive team with a proven track record of success—and backed by investment might! Ivanti’s high-performance talent at all levels of the organization is focused on developing superior solutions and delivering award-winning support you and every partner can depend on.

Opportunity



With Ivanti, opportunity for partners is knocking loudly. We're on an exciting growth path—organically and through acquisitions such as the recent purchases of MobileIron and Pulse Secure. Organically, we're delivering new solutions like Ivanti Neurons—hyper-automation to Self-Heal, Self-Secure, and Self-Secure from cloud to edge. Through

our recent acquisitions, we've added world-class enterprise mobile device management and zero trust security solutions that has greatly expanded our addressable markets. All of which spells opportunity for our partners.

Accountability & Transparency



In a business world of “passing the buck” and “smoke and mirrors,” Ivanti employees strive to internalize the core values of accountability and transparency. Trust is earned. Your success and trust in us are why we’re here and the foundation of what we do.

Our channel management team has decades of experience on both sides of the fence. Team members have clear roles and responsibilities and are highly responsive and collaborative. They are motivated to be accountable to your business—and Ivanti’s. Our segmentation and rules of engagement hold our entire organization accountable.