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**You CAN have it all.
SPEED + SECURITY**

FireMon, the #1 security automation solution for your
Palo Alto + hybrid environment.

FireMon Partner Update: February 2020

FireMon Partners,

I'm excited to introduce myself to some of you, and to reconnect with those of you I've already had the chance to meet. I'm Andrew Warren, and I'm joining the FireMon team as Vice President of Global Channel Sales.

I'd like to hear from you, so please don't hesitate to drop me a line and introduce yourself. And you're always welcome to reach out to me and the FireMon Channel team—we're here to help you succeed.

Andrew Warren

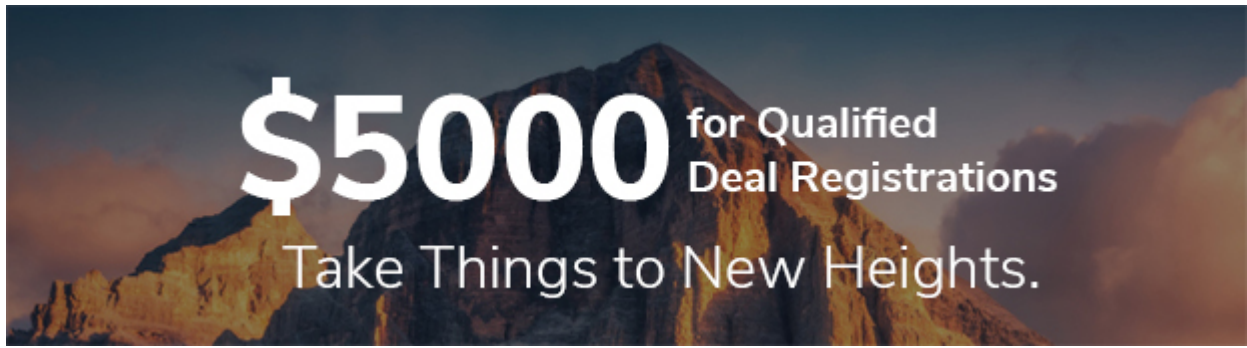
Vice President of Global Channel Sales | **FireMon**

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Spiffs Galore!



We're in month two of our first-half spiff, and we're pleased with our early progress. This particular spiff is all about deal registration: the more you register, the more money in your pocket. As a reminder, you get:

- **\$5,000** for any Qualified Deal Registration that closes by October 1, 2020
- **\$750** for any Qualified Deal Registration submitted in February 2020
- **\$500** for any Qualified Deal Registration submitted in March 2020

Get the complete set of Terms and Conditions and full Spiff details below.

| U.S. & Canada - Details

| EMEA - Details

[REGISTER MY OPPORTUNITY](#)

We're Having a Party



RSAC wouldn't be complete without FireMon's annual party at Press Club. There will be scintillating conversation, tasty food and—wait for it—drinks! Seriously, though, space will be limited, so be sure to register: you don't want to be left out in the cold.

- **Where:** Press Club, 20 Yerba Buena Lane, San Francisco, CA 94103
- **When:** Monday, February 24 | 6pm - 9pm
- **What:** Drink and light appetizers
- **Who:** FireMon customers, partners, team members, VIPs

I WANT TO PARTY

RSAC is Days Away



FireMon is prepped and ready, and we hope to see you at the RSA Conference 2020 in San Francisco. You'll find us in **Booth N-6453**. On the business agenda, we have one-on-one meetings with partners, customers and prospects (schedule yours [HERE.](#)) We also have a speaking session on Thursday, Feb 28, in the North Hall Briefing Center at 11:10 AM.

On the fun agenda, we have activities ranging from a Virtual Reality experience on the South Concourse to a drawing for an Oculus Quest! on Thursday. We'll be making a \$2 donation to [Noah's Bandage Project](#) for every booth visitor. Look forward to seeing you there.

MEET WITH US

New Solution Focus Areas

FireMon's vision is simple: Help our customers securely enable their businesses. To make that happen, we've recently aligned our portfolio around three key focus areas:

- **Adaptive Automation** that enables you to monitor and respond in real-time to changes in your environment and business requirements
- **Attack Surface Reduction** through real-time insights and actions around the risks and vulnerabilities across your networks
- **Proactive Compliance** and risk management no matter what you discover and change in your hybrid cloud environment

You'll see these new solution focus areas carrying through in everything we do, so stay tuned for more!

DOWNLOAD BATTLECARD

Let's Quickly Recap the Rebate

As part of our continuing mission to make each and every one of you rich, we have the FireMon Partner Rebate Program still going strong. You can earn **8% cash back** on all net-new deal registration opportunities that were submitted after December 12, 2019 AND close before June 31, 2020. Find full details and Ts and Cs [here](#). So what are you waiting for? Go forth and register!

REGISTER MY OPPORTUNITY



TRENDY: Article on cybersecurity trends.

[→ Read More](#)



REPORTABLE: FireMon Predictions for 2020

[→ See the Release](#)



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