



FireMon Partner Update: March 2020

FireMon Partners,

As March comes to a close, I want to say first and foremost that I hope all of you who are part of our extended FireMon family are remaining healthy and safe. I know that this is a difficult and challenging time for all of us.

Our customers—and yours—are facing a new landscape and must find new and better ways to secure their enterprises. While it remains to be seen how this crisis will play out, it's clear that our customers continue to look to us as trusted advisors to navigate the storm.

Our commitment to you is that we will be here to support you and your customers. If we can help you do business in a way that is different or better, please don't hesitate to reach out to your FireMon contact. And as always, thank you for everything you do. We truly appreciate it.

[A Message from our CEO on Covid-19](#)

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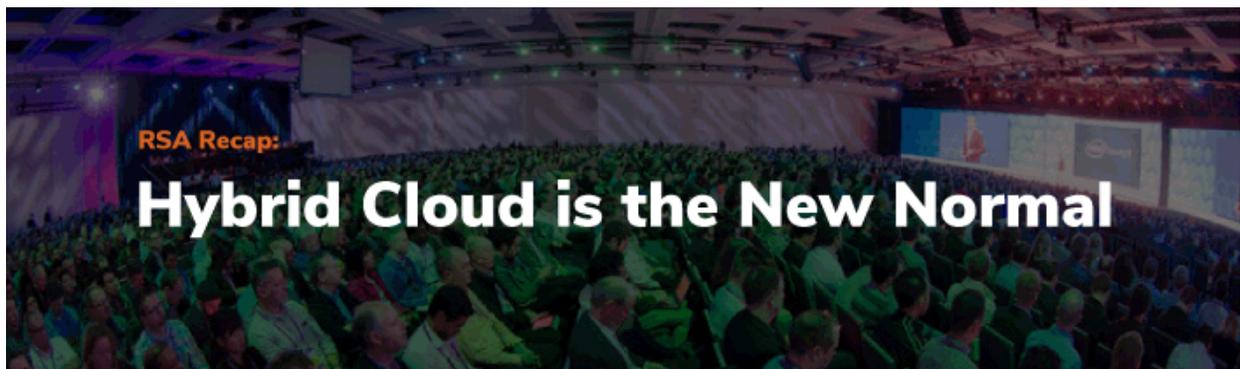


Even though the world is changing rapidly around us, many of our customers are still moving forward with key initiatives. So, I did want to highlight that our March Deal Registration Spiff is still running through the end of the month.

For every Qualified Deal Registration you submit before the end of March, you could earn a minimum of \$500—and up to \$5,500 if it closes before October 1, 2020.

Let's work together to support our customers and drive pipeline. Reach out to your CAM if you have any questions.

REGISTER A DEAL



We'd like to say a big Thank You to all of you that stopped by to visit us at the RSA Conference and our event at the Press Club where we announced our [2019 Ignite Partner Award Winners](#).

Over dozens of customer and partner conversations at the event, it's clear that hybrid cloud architectures are top of mind for virtually everyone. This introduces a whole host of security challenges including identifying and closing gaps and ensuring compliance.

To that end, we made some exciting announcements around FireMon Integrations and cloud support. The big picture is that the [FireMon API](#) helps you get more value from your existing security tools. But in addition, we were pleased to introduce new and/or updated integration briefs:

- [FireMon + Microsoft Azure](#)
- [FireMon + AWS](#)
- [FireMon + Swimlane](#)
- [FireMon + ServiceNow](#)
- [FireMon + Cisco ACI](#)

Check out our [RSA Conference 2020 blog](#) for more takeaways.

[READ THE BLOG](#)

Your Personal Trainer

As more organizations move to the cloud and transform their networks, we know that knowledge is power for our partners. We offer training on all the FireMon solutions in all our focus areas—Adaptive Automation, Continuous Compliance, and Attack Surface Reduction. You'll find all the most current materials in the [Ignite Partner Portal](#), so be sure to head on over there and take advantage!

[START LEARNING](#)

A Whole New Kind of Zero Touch

With so many in-person activities being canceled, we are looking for new ways to connect. We would love to chat with you to discuss some ideas around new avenues for lead generation. Have ideas? Want ideas? Let's work together! Reach out to [Alex Iversen](#), Director of Channel Marketing, to set up a meeting today.

[SCHEDULE A MEETING](#)



FireMon and Covid-19:
A Message from our CEO.

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Watchable:
Catch a replay of our State of Hybrid Cloud Security webinar

[Watch It >](#)



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