



exclusive networks.
on demand.



Email Protection



Email Archiving



Email Continuity



Information Protection



Advanced Threat Protection

Do you have resellers who **specialise** in the **SMB space**?

Do their customers need **greater protection and visibility** for their greatest cybersecurity risk – **People**?

Do they need **support** to respond to **cyber attacks in email, web, cloud and social media**?

Do your resellers want to offer this as a **complete service**, in one monthly cost with **automatic renewal**?

How Proofpoint Essentials & Exclusive On Demand protect SMBs

The monthly subscription to Proofpoint Essentials Through Exclusive On Demand Provides:

- **1 single order to initiate the service (no monthly order/quote)**
- **No minimum order size** – Resellers get up to 50 NFR licenses
- **Consumption-based invoicing based on actual users each month**
- **Instant license deployment** – Licenses managed by Exclusive On Demand – Flexibility (add-on) – Automatic monthly renewal
- No Deal Reg required

So, which resellers should you target?

- Start to on board all current Proofpoint resellers to purchase Essentials through Exclusive On Demand
- Profile resellers who have a strong customer base in SMB

What is the ideal end user profile?

Up to 250 users of Proofpoint Essentials is available through Exclusive on Demand.

What is available from Proofpoint through Exclusive on Demand?

There are three subscriptions available today through Exclusive on Demand.

		BUSINESS	ADVANCED	PRO
CORE PROTECTION	Anti-Spam/Anti-Virus	✓	✓	✓
	Custom Content Filtering	✓	✓	✓
	Imposter Email Protection	✓	✓	✓
TARGETED ATTACK PROTECTION	URL Defense	✓	✓	
	Attachment Defense Reputation	✓	✓	✓
	Attachment Defense Sandboxing			✓
	Social Media Account Protection		✓	✓
OUTBOUND PROTECTION	Outbound Filtering	✓	✓	✓
	Data Loss Prevention	✓	✓	✓
	Email Encryption		✓	✓
CONTINUITY	Emergency Inbox	30 Days	30 Days	30 Days
	Email Spooling	30 Days	30 Days	30 Days
EMAIL ARCHIVING	Exchange and Office 365 Support			✓
	Search and Discovery			✓
	Data Import and Export			✓

How do your resellers sign up and start purchasing Proofpoint Essentials through Exclusive On Demand?

1. Present Exclusive on Demand to your reseller
2. Reseller signs up to new T&C's
3. Set your reseller up on Exclusive on Demand with your local Ops team
4. Create a quote
5. Reseller accepts quote
6. Transform quote into order
7. Progress through internal approval process (credit/ops)
8. EOD team will fulfill the order to Proofpoint platform
9. Service is activated and licenses delivered to the reseller
10. Billing is activated automatically to generate a monthly invoice
11. Self Care Portal is activated for the reseller
12. Reseller receives invoice through local EXN entity environment