

SkyRecon Alliance

Our clients need solutions, substantially more than pure technology. The implementation of solutions requires the mobilization of multiple experts and of a spread of know-how: technical expertise, consulting, integration, pre-packaged integrated solutions…

It is why since the company was founded, we have initiated a strategic program of partnership called SkyRecon Alliance. The objective of the Alliance is to provide our customers with all the products and services required for securing their endpoints efficiently.

SkyRecon Alliance covers different categories of partnerships:

Distributors and Value Added Resellers - The security of the client work station, the behavioral protection, the defenses vis-a-vis the risks induced by mobility : are among the major preoccupations of the CIOs and the CSOs, and lead to many sales opportunities with our prospects. The products of SkyRecon are included under these headings and have many strong differentiators, which you can use to distinguish yourself from your competitors.

Integrators and Consulting Partners - The efficiency of our solutions closely depend on how they are implemented, configured and integrated into your clients' environment, both on the technical level and the organizational level. The consulting and the technical assistance, for example in helping your customers to define endpoint security policies, are services of strong added value and are likely to reinforce your presence and your status as an expert among our joint clients.

Equipment Manufacturers Partners - If you are a hardware vendor (security systems, personal computers and servers), you can offer your clients a differentiated solution and increase your margins, by integrating our proactive security solutions into your products.

ISPs and ASPs Partners - SkyRecon offers suppliers of outsourced security services the possibility of integrating our endpoint protection technology into their services and their applications. Thanks to our technology, you reinforce the efficiency of your infrastructure, improve the quality of service offered to your clients and benefit from new revenue opportunities.

We are always looking to develop new partnerships in order to better respond to the growing demand for integration, service and proximity for our products. Please contact us for any information about the SkyRecon Alliance program.