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Proofpoint Unveils U.S. Federal Partner Program

Capitalizing on strong momentum in the federal government sector, new program offers extensive benefits to partners, helping to meet U.S. federal customer demand

SUNNYVALE, Calif. – January 10, 2011– Proofpoint, Inc., the leading provider of email security, data loss prevention, and email archiving solutions, today announced the launch of its U.S. Federal Partner Program, which enables partners to capture additional market share and meet the unique requirements of U.S. federal government agencies.

Proofpoint protects more than one million U.S. government email inboxes, including many U.S. federal civilian agencies, department of defense organizations and the intelligence community. Its channel base is growing quickly to service increasing demand. In the past 90 days, 10 new value-added resellers (VARs) have joined Proofpoint's U.S. Federal Partner Program.

Proofpoint has partnered with [Promark Technology](#) to streamline product distribution and simplify the process of selling to government agencies. "Success in government sales relies upon the ability to bring products to federal agencies through trusted, approved channels," said Todd Hartung, vice president, Promark Technology. "Proofpoint's program sets up best practices for its partners that lend immediate credibility to their sales efforts, and enable them to be more successful in closing government deals."

The Proofpoint U.S. Federal Partner Program capitalizes on the increased interest in Proofpoint Enterprise Protection, Proofpoint Enterprise Privacy and Proofpoint Enterprise Archive solutions. A strong benefit of Proofpoint solutions is their flexible deployment capability, as messaging security can be deployed via appliance, virtual, cloud, or a hybrid combination depending on the customer's architectural choice.

Proofpoint's U.S. Federal Partner Program features two levels of partners, Associate and Premier. Proofpoint Premier Partners are distinguished by their high level of technical certification, dedication to Proofpoint solutions, and ability to deliver the highest level of service and expertise to customers. Premier Partners receive all the benefits of Proofpoint Associate Partners, but can also earn additional margin opportunities including the ability to independently lead professional service engagements for Proofpoint pre-sales evaluations and security assessments, as well as post-sales deployments and administration.

The Proofpoint U.S. Federal Partner Program includes industry-specific marketing and sales support and comprehensive partner training courses. Training is offered via instructor-led labs and self-paced online training.

"Proofpoint's partners are critical to our success in the U.S. federal market," said Jeff Lake, vice president of federal operations for Proofpoint. "Our collaborative approach gives our partners the tools they need to be successful with government agencies. Proofpoint's flexible deployment options enable our partners to assist federal government customers in the move to cloud computing as they are ready. We look forward to continuing our strong growth in the federal market for Proofpoint, as the partner program gains continued momentum."

About Proofpoint, Inc.

Proofpoint focuses on the art and science of cloud-based email security, eDiscovery and compliance solutions. Organizations around the world depend on Proofpoint's expertise, patented technologies and on-demand delivery system to protect against spam and viruses, safeguard privacy, encrypt sensitive information, and archive messages for easier management and discovery. Proofpoint's enterprise email solutions mitigate the challenges and amplify the benefits of enterprise messaging. Learn more at www.proofpoint.com.

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