

corsica
technologies

Partner Program

5,728

THREATS BLOCKED

2 SECURITY
INCIDENTS



9

PHISHING
TESTS
FAILED

VULNERABLE
DEVICES

45





Partners for success

Let's grow our revenue together.

Partnering with Corsica Technologies provides access to technology experts, and comprehensive IT and cybersecurity solutions, tailored to meet specific needs and ensure operational efficiency.

By acting as a true partner focused on our mutual success we provide proactive support and strategic planning to align on goals, key metrics and growing revenue, together.

Services we offer:



Cybersecurity



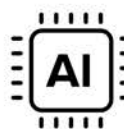
Managed IT



EDI



Digital Transformation



AI Consulting



Why partner with Corsica?

Improve your profits and business growth

We are a world-class technology services provider with access to 1,000+ clients. We focus on midmarket enterprises, and we love partnering with other companies for mutual success.

As an official Corsica partner, you get:

- Mutually beneficial referral agreements
- Dedicated partner manager and AE
- Access to co-marketing opportunities and materials
- Access to technology specialists and experts
- Clear processes and systems for working together

We love partnering with:

- Systems Integrators
- Industry associations + distributors
- IT consultants
- Hardware providers
- Software providers

See all of our partners here:
corsicatech.com/partners/

Why do we win?

Our customers love us—and for good reason.

- The ONLY MSP who handles EDI too
- True unmetered technology services (no out-of-scope billing)
- One predictable monthly price
- Easy-to-understand contracts
- Easy to work with, "can-do" attitude
- Our Cybersecurity Service Guarantee



Awards and Accolades

"We are a smaller business, but I wanted 24 hour a day monitoring and service. Corsica provides great service and people, 24 hours a day, and has affordable options to fit our budget."



Paul Smallwood | Comptroller, Superior Motors

corsica
technologies

1M+

Cyber threats
blocked daily

1,000+

Customers across
the USA

29

Years in business with
3 locations providing
national support

4.8 / 5

Client Reviews
on Google + G2





How do we work together?

Great question. We've streamlined things to focus on mutual success.

Here's what to expect:

- A simple partner agreement that's easy to understand
- Dedicated partnership manager
- Personalized partner strategy for your organization
- Regular check-ins to share potential deal information
- Robust co-marketing opportunities
- Self-service deal registration form
- Comprehensive partner portal
- Access to technical and sales support
- Shared success metrics that highlight revenue and our growth together





Value-added resources

As a Corsica Technologies partner, you have access to a portfolio of product training and sales enablement. Partners are offered co-branded, multi-touch marketing programs for your business. Professionally designed to accelerate face-to-face selling opportunities with key prospect accounts, these programs are customized for your business.

Our marketing programs include emails, landing pages, webinars, social media postings, guest blogs, podcast participation and additional touch points depending on the strategy of your program.



Webinars



Video



Social Media



Email



Podcasts



Product Content

Ask your Corsica Partner Marketing Manager for more information.

Corsica 101 Training Tools

Leverage our suite of training tools to learn more about Corsica's service offerings.



24/7 Tech Support

Have questions? Give Corsica Tech Support a call and you'll talk to a real person who can assist with questions, issues or concerns. Our online ChatBot provides instant answers to frequently asked questions and resources to help.



Training Sessions

Request time with our cybersecurity, digital transformation or EDI gurus to present and provide training for your team (remote or on-site subject to availability). We cover the basics from cybersecurity 101, AI, data integration, and thought leadership. Sessions are recorded and can be included in your new employee onboarding training.



Customer Webinars

Partner with Corsica to host a webinar for your customers to provide statistics on cybersecurity solutions, best practices, industry trends and live interaction from presenters (subject to availability). Co-produced live webinar events can be tailored to meet your business objectives. Event recordings give your team 24/7 access to our knowledge base.



Videos + Presentation Decks

Corsica offers a variety of videos and product decks for you to learn more about our services and trends within the market. The presentation deck can be added to slides that your sales team currently uses. Videos and podcasts can be accessed on our website, at corsicatech.com/videos/

Co-Marketing and Sales Enablement Tools



Co-Branded Collateral

Corsica offers partners custom-developed sales collateral to help accelerate selling efforts. Examples of co-branded collateral available to your sales team include case studies, white papers, eBooks, custom brochures, guest blogs, social media co-marketing, eBlasts, and direct mail.



Corsica Brand Library

Gain access to Corsica's Brand Library where you will have access to download logos, product sheets and exclusive partner content for use in your website, collateral or promotion. Images are available in three formats: EPS (vector), JPEG, and PNG.



Presentations + Podcast Participation

Interested in co-presenting or being a guest speaker on our podcast? Join us for a trade show panel presentation or participate in our podcast to share your insights on cybersecurity trends and best practices, AI implementation, industry success stories, and best practices.



Partner Page

We help connect your company with the best technology, service providers, hardware and software solutions for your business needs. Partners are listed on our global partner page here: corsicatech.com/partners/



Deal Registration

Have a customer to refer to Corsica? The Corsica Technologies Deal Registration Program is designed to reward our official partners for their part in influencing the sale and use of Corsica Technology's services and products.



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Unmetered technology services. Predictable monthly pricing.

While every MSP out there offers cybersecurity and IT, we also focus on nextgen solutions that will future-proof and grow your business. Corsica Secure includes cloud integration and migration services (Microsoft 365, Intune, Sharepoint/OneDrive) and secure data integration services (EDI).

Introducing Corsica Secure

-  **Managed Security**
-  **Managed Cloud/Servers**
-  **Managed Network**
-  **Managed Workstations**



Corsica Secure also includes:



3-year Technology Roadmap



Expert Consulting Services with VCIO



Client Portal Access



Corsica Secure Service Guarantee



Partnership next steps

Ready to get started? Great! Reach out now, and let's start planning our mutual success.

- 1 Contact Corsica to set up intro call and to align on goals and strategy
- 2 Sign partnership agreement and request access to our Crossbeam account for account mapping
- 3 Schedule a meeting to discuss co-marketing and business opportunities
- 4 Schedule sales training with your team and Corsica
- 5 Submit referrals and schedule regular check-ins to measure KPIs + metrics

"Corsica provides a **strategic plan** to work towards that promotes a **more secure environment.**



"Corsica is the **best partner available** in cybersecurity."



"They know what they are doing and **they guarantee it!**"



We look forward to working with you!



Meet the Corsica Partner Team



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Thank you for your partnership!



Thank you for considering a partnership with Corsica. We are thrilled at the prospect of collaborating with companies that share our vision for innovation and success. Your interest in joining forces with us is greatly appreciated, and we are optimistic about the mutual benefits that such a partnership can bring to each of our organizations.

Please do not hesitate to reach out should you have any questions. We are here to assist you in any way we can and look forward to the possibility of a prosperous relationship.

Together, let's create a future that is brighter for all of us.

Warm regards,

The Corsica Partnership Team

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