



IGEL GSI Program



The IGEL GSI program is designed for Global Systems Integrators (GSIs) who advise enterprise and public sector customers on complex digital transformation initiatives and seek the opportunity to profitably resell IGEL OS software licenses as part of their systems integration projects. Nowhere are IT teams' complexities and challenges more profound than in end user computing (EUC). A modern EUC strategy requires the capability to securely control access to, manage and support:

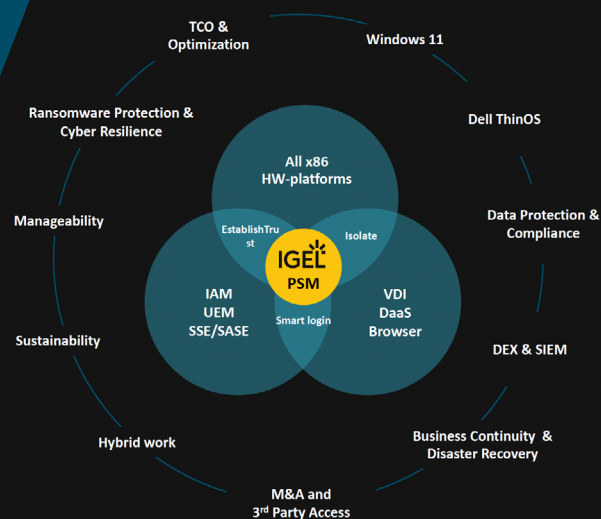
- widely distributed workforces
- hybrid and remote work
- multiple applications, device types, and OS's (Windows, SaaS, Cloud)
- zero trust, secure access requirements
- escalating costs
- the constant threat of cyberattack (ransomware, other malware)

Lean, efficient, and secure IGEL OS is the perfect endpoint operating system for GSIs to recommend to their customers, as it uniquely addresses today's various EUC challenges confronting organizations, especially within healthcare, financial services, manufacturing, government, and retail. The foundation that powers IGEL OS is the IGEL Preventative Security Model, a comprehensive and robust approach designed to protect endpoint devices from cyberthreats of all kinds, vastly ease IT's endpoint management and control burden, and help deliver satisfying, high-performance digital experiences to end-users – all while reducing costs and improving sustainability.

IGEL Preventative Security Model™ (PSM)

PSM enables

- Reducing Attack Surface by 95%
- Zero Trust Architecture
- Simplified End Point Security
- Significantly Reduced Ransomware
- Entra ID/CA, Workspace One & SSO
- Conditional/Contextual AC
- Smartcard: Imprivata/90M/AuthX



The IGEL Global Systems Integrator Program

The core design principles of the IGEL Global Systems Integrator Program are simplicity, profitability, and tailored solutions that solve customer challenges. The program focuses on select industries and specific common use cases to accelerate business in the most seamless, frictionless manner possible.

Designed to create new projects and profitable resell opportunities, you can join the IGEL Velocity Partner Program to resell IGEL offers, register deals, and earn benefits including:

☑ deal registration eligibility and discounts	☑ funded sales and technical heads
☑ back-end rebates and bonuses	☑ account shadowing and support (if requested)
☑ front-end sales performance incentives	☑ technical training and sales enablement

The IGEL GSI Sales Playbook focuses on GTM efforts based on top use cases, with IGEL teaming with IGEL Ready partners and you for coordinated GTM activity. IGEL is offering our GSI partners and your sales teams incentives to work with IGEL on a mutually generated joint account plan focused on target, named accounts.

IGEL has identified the following use cases that can yield the greatest ROI for our GSI partners. IGEL has developed these solutions, combining IGEL OS with IGEL Ready partners' technology, while applying IGEL's Solution Factory process for design and deployment consistency. GSIs in the IGEL GSI Program are authorized to resell IGEL OS software licenses as part of their services-led SI project work. Featured use cases include:

- **Secure DaaS Offering without Windows endpoints**
- **Ransomware prevention and response**
- **Enterprise browsing**
- **Secure Access Service Edge/ZTNA**
- **Business continuity and disaster recovery**
- **Healthcare vertical**

With the IGEL GSI program, any GSI authorized for resell can:

- Offer ISV solutions that open up large, profitable, new project opportunities with big services drag that can be 10-20X the IGEL software license spend.
- Use these solutions to cross-sell and up-sell into new and existing enterprise accounts.
- Aggressively pursue large enterprise contracts (\$10M-\$250M+) with comprehensive solutions, delivered and managed by the GSI, that justify higher contract values.
- Be a trusted advisor to Global 5000 customers and valued ISVs that help them win services-rich projects (e.g., EUC, cloud/digital transformation, security, SASE/ZTNA, digital signage and IoT, as well as sustainability).
- Offer industry-specific solutions, with stronger integration around specific use cases which often means enterprises are unlikely to churn with solutions tailored to business needs according to industry requirements
- Earn high-value incentives (discounts, rebates, bonuses for hitting stretch goals, funded heads, etc.). The IGEL GSI Program is designed to maximize participating GSIs profitability.
- Offer bundled pricing with discounts and incentives to streamline customer buying process
- Benefit from joint go-to-market support from IGEL that can include co-funding for events, campaigns, dedicated sales resources, and funded SEs/SAs
- Access IGEL technical and industry specialists, pre-built connectors, and API integrations

Conclusion

The IGEL GSI program is designed for global systems integrator success. With IGEL, GSIs can offer a range of services built on customer endpoint security, performance, resilience, cost optimization, and sustainability, with new opportunities for expansion of value-added services, strategic planning, and training. IGEL OS can serve as the catalyst for deeper customer penetration, expanded value-added services, and new revenue streams. For GSIs looking to build new sources of profitable revenue, the answer is clear – simply IGEL it! Please contact IGEL if you are interested in learning more about the IGEL GSI Program and how to submit an application to join.