



# Uncover Opportunities and Build Pipeline with IGEL



## A Platform Built for the Way Work Happens Now

The modern workspace has shifted. Applications are delivered through SaaS, DaaS, virtual desktops, and secure browsers.

At the same time, endpoints have accumulated layers of security tools, yet remain one of the most common entry points for ransomware.

What's missing is a better endpoint, built for this model. IGEL addresses this gap with a Secure Endpoint OS Platform, purpose-built to support modern workspace delivery while strengthening security and simplifying management.

### IGEL Complements What You Already Sell

IGEL fits naturally into your current solution offerings and existing customer environments by enhancing:

- Virtual Desktop Infrastructure and DaaS platforms
- Secure access and zero trust architectures
- Enterprise browsers and SaaS-first strategies
- Cloud workspace and hybrid work environments
- OT and IT environments

IGEL is an easy add-on to your current customer projects across all industries and a relevant conversation-starter for new customers.

### At the Core of the IGEL Platform

#### Secure-by-Design Endpoint OS

Built upon the Preventative Security Model, IGEL OS is a read-only, immutable endpoint OS that reduces attack surface and eliminates local data.

#### Management Platform

Gain centralized endpoint control through Universal Management Suite (UMS) and application delivery via the IGEL App Portal.

#### IGEL Ready Ecosystem

A broad ecosystem of 125+ validated technology partners across cloud, security, virtualization, and digital workspace solutions, enabling seamless integration with the platforms your customers already rely on.

## The EUC Market Opportunity Is Accelerating

The endpoint is the control point for security, cost efficiency, and user experience.

- \$11.17B EUC market and expanding
- 75% of software spend shifting to SaaS
- Global cybersecurity spending projected to exceed \$200B annually
- Rising demand for secure, simplified, and centrally managed endpoints

IGEL sits at the intersection of endpoint security and modern workspace delivery, giving partners a clear path to strengthen security posture, align with zero trust strategies, and expand existing customer engagements.

# Boost Your Business Growth with IGEL

The IGEL Velocity Partner Program is designed to help partners generate pipeline, accelerate deals, and grow their business. It enables partners to:

- Uncover new opportunities at the endpoint
- Expand existing customer engagements
- Deliver high-value services around workspace transformation
- Increase deal size and velocity

IGEL is the secure foundation for all other solutions you already provide, making it a natural addition to your portfolio.

## Program Benefits Designed for Momentum

The Velocity Program provides partners with the tools to move quickly from introduction to revenue:



### Sales and Technical Enablement

Training and certification to build confidence and capability



### Demo and Lab Access

NFR licenses to support demonstrations and proof of value



### Deal Registration and Protection

Secure your opportunities and improve profitability



### Marketing and Campaign Support

Co-branded assets and joint go-to-market initiatives



### Incentives and Margin Growth

Tiered benefits aligned to your level of engagement

## From First Deal to Long-Term Growth

The Velocity Partner Program supports partners at every stage from building initial pipeline to developing a dedicated IGEL practice.

## A 100% Channel-Driven Approach

IGEL is fully committed to its partners. We invest in joint account planning, co-selling and technical support, partner enablement and education, ecosystem alignment with leading technology providers.

## Ready to Become an IGEL Partner?

Discover new opportunities. Strengthen your customers' endpoint security posture.  
Expand your role as a trusted advisor in the modern workspace.

[BECOME AN IGEL PARTNER TODAY](#)

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Sources  
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