

## Malaysia is in InfoWatch's new partner programme

AvantiKumar Sept. 30, 2015



*Photo -Andrey Sokurenko, Business Development Director, InfoWatch.*

As part of its six-region expansion, [Kaspersky Lab spinoff DLP \(data leak prevention\) provider InfoWatch](#) is targeting Malaysia in a new international partner programme.

Andrey Sokurenko, InfoWatch business development director, said the six regions of interest are the Asia Pacific (APAC), including Malaysia, Turkey and South Africa, South Asia, the Middle East, Latin America, [as well as a general programme for other new markets of potential interest.](#)

InfoWatch launched this new Partnership programme to structure our cooperation with partners and provide our partners with clearer bonus systems," said Sokurenko, adding that the programme included InfoWatch partner statuses and determines bonus system for each of the six regions.

The programme is customised for each particular partner status and region of InfoWatch presence," he said. "It is aimed at encouraging the most active partners to their maximum potential."

"[Malaysia and the Middle East](#) are the key regions of InfoWatch business interests, therefore the programmes for these regions provide maximum benefits for our partners and allow them to get

maximum revenue with InfoWatch", said Sokurenko. .

He said the programme assembled four partner statuses: Registered partner, Bronze partner, Silver partner and Gold partner. All partners must meet a set of requirements to become official InfoWatch partners.

Sokurenko said that among the benefits InfoWatch provides for its partners in all regions are partner discounts (depending on partners' status and region), free online technical and sales trainings and certification for partner's employees, sales incentives and yearly best sales bonus programmes (depend on partner status and region).

To become a Partner, a company has to register through a Distributor by completing an application form, he said.

[InfoWatch solutions are used by companies in various industries](#) in more than twenty countries.

[Source](#)