



# IPSWITCH PARTNERSYNERGY

February 2019



As the market evolves and Ipswitch transform to stay ahead of the curve, we have updated our mission statement and boilerplate so that our purpose reflect the current market and the value that we bring to our partners and customers.

## Product Reviews

★★★★★ One of the best sales resource to build credibility with your prospects is to leverage on product reviews. Market research firm Info-Tech recently published a new Data Quadrant that compares MOVEit with competing products. Largely based on our customers' feedback, MOVEit has landed in the upper right as the Leader of this Quadrant!



You are free to share this link with customers and prospects:

<https://www.infotech.com/software-reviews/categories/data-analytics-managed-file-transfer>

A more in-depth report will be coming out in March. Stay tuned!

## New Mission Statement

Making the Networked World a Safer Place to Share Data!

## About Ipswitch

Ipswitch is making the networked world a safer place to share data. We develop software tools for SMBs and enterprises that assure secure data sharing and high-performance infrastructures. Our efficient, easy-to-use products empower customers to respond faster to business demands through accelerated implementations and improved productivity. Headquartered in Burlington, MA, Ipswitch supports tens of thousands of customers around the world, with our MOVEit®, WhatsUp® Gold and WS\_FTP® products.





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**ipswitch**

## Top Partner Incentive Trip 2019\*



Flight and 3 Nights Hotel Accommodation paid by Ipswitch



- 2019 - ???
- 2018 - Hokkaido
- 2017 - Hawaii
- 2016 - Boston

\* Location to be revealed in March Partner Newsletter

Stand a chance to be rewarded with an amazing trip paid by Ipswitch if you exceed your Ipswitch's sales quota in 2019!

Winning partner is determined by the highest percentage of quota overachievement, not by revenue attainment so that every partner in any country in Asia Pacific, big or small has a fair chance to participate and win!

Doesn't have an Ipswitch's sales quota yet?

Email us at [row.marketing@ipswitch.com](mailto:row.marketing@ipswitch.com) and let's talk business!

## News and Resources

- [How to Save Money with Cloud Monitoring](#)
- [Four Ways You Can Strengthen Security with Network Monitoring](#)
- [The 3 Biggest Offenders Of The GDPR](#)
- ["Are You Sure That Went Through?" Viewing File Transfers In Real-Time](#)
- [WhatsUp Gold On-Demand Demo \(good resource to promote to WUG prospects\)](#)
- [MOVEit On-Demand Demo \(good resource to promote to MOVEit prospects\)](#)