



## Mimecast Launches New Global Reseller Program

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### Program Designed to Offer More Rewards to Attract, Recruit and Grow Reseller Ecosystem

LEXINGTON, Mass., April 10, 2018 (GLOBE NEWSWIRE) -- [Mimecast Limited](#) (NASDAQ:MIME), a leading email and data security company, today announced the Mimecast Global Partner Program, a new program designed to bring uniformity to how Mimecast works with resellers globally. As Mimecast continues to drive toward a primarily channel-focused business, this program is designed to offer even more rewards to help increase opportunities for resellers to attract new clients into long term business relationships and build their reputations as trusted business advisors.

[According to recent market research](#), the email security market alone is expected to be approximately \$18B by 2023, with a 22 percent growth rate year over year. Not only that, but the email archive, back-up, and recovery market is anticipated to be a \$10B market opportunity. The Global Partner Program is designed to allow resellers to offer customers a cyber resilience strategy for email, helping empower them to secure, preserve and continue the flow of information via email.

Taking a tiered approach, the new program was built to better support partners and reward them based on their commitment to Mimecast and its customers. The program offers:

- Deeper discounts for those that meet specific commitments;
- New training programs and enablement tracks for a comprehensive understanding of Mimecast's integrated cloud suite of solutions;
- Access to dedicated account resources, including Partner Account Managers, Sales Engineers and Marketing Managers; and
- A brand-new online Partner Success Dashboard, which will help resellers to track rewards they have or are approaching.

Additionally, Mimecast has made its technology interoperable with several leading complementary API vendors. This program is designed to enable partners to be trusted business partners and provide other fully interoperable technology to clients, helping them differentiate themselves from competition.

To further support and accelerate growth, Mimecast has expanded the channel team with the appointments of Shawn Pearson as vice president of channel sales in North America, Julian Martin as vice president of global channel and operations and Rema Lolos, the new channel director in Australia and New Zealand. Shawn joins Mimecast from Hewlett-Packard where he was the vice president of inside sales. Prior to HP, he was the vice president of global channels at Websense. Julian has more than 20 years' experience in information technology and has held many positions at Mimecast over his 10-year tenure. Rema brings more than 14 years of experience in global channels, enterprise software sales and marketing, working for both international technology vendors and ANZ resellers.

"Over the last 10 years, Mimecast has developed a channel program that met the needs of the business in each region. As we have continued to engage with our rapidly expanding ecosystem of resellers globally, we developed a stronger global strategy," said Julian Martin. "We took direct feedback from our resellers to ensure the Mimecast Global Partner Program has all the components they need to be successful. Simplicity is a core value of the new program and we want to ensure our joint engagements with resellers are easy and rewarding for everyone involved as we service our customers together."

As a testament to Mimecast's commitment to the success of its partners, CRN®, a brand of The Channel Company, gave Mimecast a 5-Star rating in its [2018 Partner Program Guide](#). This annual guide is the definitive listing of reseller programs from technology vendors that provide products and services through the IT channel. The 5-Star Partner Program Guide rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs.

### Mimecast Resources

- Learn more about the [Mimecast Global Partner Program](#)
- Read the [Information Archiving Market Quadrant 2016](#), The Radicati Group, Inc.
- Find out how to build powerful integrations with the Mimecast API on the [API Developer portal](#)

### Mimecast Social Media Resources

LinkedIn: [Mimecast](#)

Facebook: [Mimecast](#)

Twitter: [@Mimecast](#)

Blog: [Challenging Complexity](#)

### About Mimecast

Mimecast (NASDAQ:MIME) makes business email and data safer for thousands of customers and their millions of employees worldwide. Founded in 2003, the company's next-generation cloud-based security, archiving and continuity services protect email and deliver comprehensive email risk management.

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Safe Harbor for Forward-Looking Statements

Statements in this press release regarding management's future expectations, beliefs, intentions, goals, strategies, plans or prospects, including, without limitation, the statements relating to Mimecast's Global Reseller Program, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements, including statements containing the words "predicts," "plan," "expects," "anticipates," "believes," "goal," "target," "estimate," "potential," "may," "might," "could," "see," "seek," "forecast," and similar words. Mimecast intends all such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of the Exchange Act and the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors including those risks, uncertainties and factors detailed in Mimecast's filings with the Securities and Exchange Commission. As a result of such risks, uncertainties and factors, Mimecast's actual results may differ materially from any future results, performance or achievements discussed in or implied by the forward-looking statements contained herein. Mimecast is providing the information in this press release as of this date and assumes no obligations to update the information included in this press release or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Source: Mimecast Limited