



Mike O'Neill

President
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Welcome to this edition of Partner Perspectives.

As you are aware, last month we officially launched our new, global [Partner Program](#). This is the culmination of a large-scale initiative combining our existing heritage partner programs, delivering an integrated partner program on a single platform. I am very pleased to announce that our new program has just earned CRN's highest 5-star rating in [CRN's 2019 Partner Program Guide](#)... you can find out more about the new partner program [here](#).

Our new program includes a [new Partner Portal](#). Partners are already telling us that it's providing a much improved overall experience with easier access to both key business tools and to the latest sales and technical enablement. Watch a replay of the [Micro Focus System Demo webcast](#) for further information and training on the new Partner Portal.

Last week, I attended Micro Focus Universe 2019 at the Vienna Centre in Austria. I am delighted to report that this year saw a 50% increase in attendance by our channel and alliance partners over last year's attendance, reflecting the focus and investment we continue to make into our partner community.

During my Channel Partner keynote, I highlighted the three key principles of our new partner program:

- **Ease of use:** Simplified program structure and streamlined partner portal, making it easier to do business with us
- **Accessibility:** Recognize and reward partners' expertise in Micro Focus' broad product portfolio
- **Opportunity:** Drive partner growth and profitability

For those of you who were unable to join us at Universe this year, I invite you to [watch](#) the keynote session, review the slides [here](#) and [access Universe on Demand](#).

Based on what our partners were telling us last week, I am confident that our new program will facilitate increased joint revenue opportunities moving forward.

Thanks for your continued partnership with Micro Focus!

Mike O'Neill

President

Worldwide Indirect Sales

Micro Focus

In this Issue:

For ease of navigation, click on the links below to take you directly to your chosen articles.

Regional Content

- [North America Update](#)

Product Marketing Updates:

- [AMC](#)
- [Security](#)
- [ADM](#)
- [Vertica](#)
- [ITOM](#)

News

- [New Partner Portal](#)
- [WW Customer Engagement – Online Communities](#)
- [Enablement](#)

Useful links:

- [New Micro Focus Partner Portal](#)
- [MF.com/partners](#)
- Check out the latest [Micro Focus corporate blogs](#) and become active on our [community sites](#)
- Visit the [Micro Focus brand merchandise store](#)

North America Regional Content



Phil Rayment

Vice President
Channel Sales Americas

Thank you to all who were able to attend the new Partner Program enablement session on March 4. You can listen to the recording by clicking [here](#). As you are aware, Micro Focus has brought its two legacy partner programs together into a single partner program that's simple and focused on predictable profitability.

"We really want to make it easier to do business with Micro Focus," Mike O'Neill, President of WW Indirect Sales told CRN exclusively. To read more please click [here](#).

Thank you to all of the programs, operations, IT and consulting organizations who helped us achieve this significant milestone in our history – and of course, thank you to our valued partner ecosystem!

Q2 FY19 Micro Focus Partner Program Materials now available!

The latest and greatest Micro Focus Partner Program content is now available on the Partner Portal including: Partner Program Guide, new Partner Program Brochure, Enablement and Certification content and more! Click [here](#) to see it now!

Have questions or need more help contact the [NA Partner Program Team](#).

North America Partner Quick Reference Guide

This guide, aligned to the Micro Focus Partner Program, provides you with quick access to all of the key documents and resources needed to support your success in the program!

Download your copy today by clicking [here](#) now!

Cybersecurity Summit Registration Now Open!

[Register](#) now and join us at the Cybersecurity Summit in Dallas, Texas, June 11-13, 2019!



Hear from peers and Micro Focus experts as they share best practices and solution roadmaps to help you take a holistic, analytics-driven approach to securing what matters most – identities, applications, and data.

Sessions will focus on how to manage risk, secure DevOps, guard privacy, and respond to the threats. Deepen your knowledge and skills with deep dives into our products with demos and 1:1 time with product experts across ArcSight, Identity and Access, Fortify, Voltage, ZENworks, Secure Content Management, and our new UEBA product family—Interset.

Reasons to attend

- **Speakers:** Hear from an all-star lineup of customer speakers who'll share their solutions, tips, and business-changing experiences.

- Meetings: Meet 1:1 with Micro Focus executives to hear about our latest innovations and get a sneak peek into the future of application delivery.
- Networking: Meet with peers, partners, product experts, and Micro Focus executives in sessions and casual settings.
- Education: Learn about new solutions, threats, and trends to drive even more value to your organization.

Please contact [Colleen Mueller](#) for sponsorship opportunities and further information.

Sponsor Micro Focus Cybersecurity Summit 2019

Top 5 reasons to sponsor Micro Focus Cybersecurity Summit 2019

1. Lead generation: This is a unique opportunity to showcase your current and upcoming offerings to a large, like-minded audience.
2. Engage with your target audience: This gives you the opportunity for both one-on-one and group discussions and live demos.
3. Increase brand awareness: Reinforce your position as a software leader collaborating with Micro Focus on technologies that shape the future.
4. Identify customer needs: Learn from Micro Focus customers who will be sharing their best practices, benefits gained, and lessons learned in our customer lead tracks.
5. Grow your network: Create new business relationships and strengthen existing ones with customers, other partners, and Micro Focus employees.

Platinum

Standard Fee 30,000 USD | Early Bird Fee 25,000 USD

Exhibit Space: 15'

30 min break out session during main conference

Gold

Standard Fee 13,000 USD | Early Bird Fee 10,000 USD

Exhibit Space: 10'

Silver

Standard Fee 6,000 USD | Early Bird Fee 4,000 USD

Exhibit Space: 5'

**Early Bird Fee (Ends 4/30/2019)*

For questions or to request the Sponsorship Prospectus, contact [Carole Mazzei](#).

Critical Reminder: Choose Your Preferred Distributor Today!

In order to maintain a predictable program and renewals management process, we are asking our partners to choose a Preferred Distributor. If you have not done so already, please take action not

later than April 30. It only takes a moment to submit your Preferred Distribution choice. Simply send an email with your Company Name, Account Number and Preferred Distributor choice to the [NA Partner Program Team](#).

Micro Focus Brand Merchandise Store

Visit our Micro Focus brand merchandise store to find all the items, as well as suggestions for additional items that can be created on-demand. Access the store [here](#).

Partner Enablement North America Bulletin – March 2019

To access the March issue of the Partner Enablement North America Bulletin click [here](#).

[Return to top of the page](#)

Application Modernization and Connectivity (AMC)

Exploring the Complexities of Cloud Migration and App Modernization

Many see the cloud as the path to transformation and as the key initiative for enabling faster IT change. However, the reality – moving core business systems to the cloud – isn't easy! What's the answer? A fit-for-purpose strategy that aligns with core business needs. Tune in as Micro Focus & Forrester Analyst – Lauren Nelson - discuss the latest results within the report - "[Explore the Complexities of Cloud Migration and App Modernization](#)."

Did you know? AMC Monthly Newsletter

This is the second installment in this series designed to keep you "in the know" about current developments in [Application Modernization and Connectivity](#). The latest information from experts, cutting-edge events, and proof points for management – all in one place!

Capitalizing on Cloud and Modernization – Fascinating New Industry Report

Recent discussions around modernization as a smart IT transformation strategy suggest a strong market trend towards Modernization. Derek Britton takes a closer look at a [new Forrester study](#) covering this topic and discusses why organizational transformation matters.

[Return to top of the page](#)

Application Delivery Management (ADM)

Thank you for making Micro Focus #1!

We're excited to announce that Micro Focus UFT has been ranked as both the [#1 Functional Testing Automation Tool](#) and the [#1 Regression Testing Tool](#) by IT Central Station and users like you. The criteria for IT Central Station's rankings are based on real and authenticated user reviews. So we thank you for helping us to earn the top spots for these categories and look forward to continuing to partner with you in your functional and regression testing efforts.



Media leader Sky relies on Micro Focus® Service Virtualization

A market innovator since 1989, Sky is a quad-play provider of bundled TV, telephone, broadband, and mobile services. This [case study](#) explains how Sky uses Micro Focus Service Virtualization to transform testing environments and expand market leadership.

Introducing Micro Focus Service Virtualization 5.0

The Micro Focus Service Virtualization team is proud to announce the release of [version 5.0](#), introducing many new enhancements addressing a growing need on flexible deployment and usage of simulations in DevOps, and Continuous Testing practices.

[Return to top of the page](#)

IT Operations and Management (ITOM)

FY19 Q2 Partner Quarterly Business Interlock (QBI), April 9 - 11

Please join [Darren Pozzi](#) from Market Development and the extended IT Operations Management Product teams for our regular quarterly interlock. The Technical sessions are presented over three days, with key members of the ITOM Product Management team providing a deep dive into the ITOM portfolio.

Register now:

- [ITOM Partner QBI Pt 1](#)
- [ITOM Partner QBI Pt 2](#)
- [ITOM Partner QBI Pt 3](#)

For further information please click [here](#).

Migrating servers to Amazon Web Services (AWS) has never been easier!

With the new AWS Quick Start for [PlateSpin Migrate](#), you can provision a server in minutes and start migrating them to the cloud right away, with just a couple of clicks!

[PlateSpin Migrate](#) is a powerful server portability solution that automates the process of migrating servers over the network between physical machines, virtual hosts, and enterprise cloud platforms like AWS.

Key features in [PlateSpin Migrate](#) include:

- Anywhere-to-anywhere server migration capabilities
- Horizontal scalability with up to 40 concurrent replications per PlateSpin Migrate server
- Zero application downtime during replication phases, and near-zero application downtime during final cutover
- Ability to easily and fully test a migrated server and application before rolling it out in production

The new AWS Quick Start will be available this month [here](#) (If you wish to get an alert [email us](#)), making it incredibly easy to provision one, two or as many PlateSpin Migrate servers as you need to migrate your servers to AWS with ease, so that you can start benefiting from cloud ROI right away.

For larger migration projects, combine PlateSpin Migrate with [PlateSpin Transformation Manager](#) to help you with your initial server discovery and inventory, timeline management, and project progress tracking – so that you make sure your migration project finishes on time and on budget!

For further information click on:

- [White Paper for Migrations to AWS with PlateSpin](#)
- [Atos case reference](#)

[Return to top of the page](#)

Security

Get started with seamless AppSec in a day!

You can still register to receive the on-demand link to listen to the replay by clicking [here](#).

The webcast covers:

- The current state of software and application security
- How to create or improve your AppSec program in a day
- Why integration is essential for speed
- Why it's essential to go beyond the OWASP Top 10



View the supporting collateral - [Seamless AppSec Lookbook](#) and contact [Carole Mazzei](#) for further information.

Watch the 'Ensure Privacy Protection through your digital transformation' replay webcast

Register [here](#) to receive the on-demand link to the webcast to learn about:



- The attributes of a flexible unified framework to address disparate regulations
- Five critical technology capabilities to enable compliance
- Data recovery and classification to manage risk
- Governing identity privileges, access and stores

Please contact [Carole Mazzei](#) for further information.

Five creative ways organizations are using Advanced Authentication

As organizations realize that today's users expect their digital interactions to be convenient, seamless, and above all secure, demand for new types of authentication heightens. In this session you'll hear about the new ways organizations are using the latest authentication technologies and how they're preparing for the future. Register [here](#) to receive the on-demand link and view the supporting documentation - [Advanced Authentication Lookbook](#).

Please contact [Carole Mazzei](#) for further information.

Gartner Market Guide for Data Masking

Data masking offers the ability to de-identify sensitive data to protect it from internal misuse or exposure in the event of a data security breach.

As a pioneer of format-preserving encryption (FPE) and secure stateless tokenization (SST), Voltage enables industry-proven data masking protection, without losing application usability for analytics, business optimization and similar value creation, while accelerating compliance with privacy mandates, including PCI and GDPR.

With attacks on enterprise data increasing, is your data protected throughout its lifecycle? Read the [July 2018 Gartner Market Guide for Data Masking](#) for more insights into how to protect your most valuable asset!

Trends in Cloud Data Security: The Data Perimeter of Hybrid Clouds

Significant amounts of sensitive data are shifting to public clouds ahead of organizational readiness to secure it. The broad adoption of public cloud services and knowledge worker mobility

have created the need to secure data assets both within and outside of the network perimeter in an increasingly hybrid cloud world. The drive toward cloud adoption is thus accelerating risks of data breach, data loss, and non-compliance with data privacy regulations. To get more insight into these trends, ESG surveyed 392 IT and cybersecurity professionals responsible for evaluating and purchasing hybrid cloud security technology products and services. Read the [paper](#) today.

Ransomware: Preventing Hostage Data

Cybercriminals take advantage of a vulnerability in your environment to infest your systems with malware that encrypts your vital business data so it's unusable until you pay them to de- crypt it. In some cases, they even steal the data and threaten to release it to your competitors or sell it to the highest bidder. Read the Flash Point Paper - [Ransomware: Preventing Hostage Data](#).

Keys to keeping your Corporate Data Secure

With the expanding number of different devices, apps and operating systems that corporate workers use to get their jobs done, protecting corporate data grows harder and harder. For further information please read: [Data Privacy: Keys to Keeping Your Corporate Data Secure](#).

Unified Endpoint Management and ZENworks 2017

As an organization grows, the often-fragmented endpoint management that worked in a smaller company starts to present a significant risk. Scaling requires a user-centric approach with a focus on security and self-service access to your organization's key applications. Cloud-based apps that offer universal access from any device are flexible, but legacy support is equally important. Read [Gil Cattelain's](#) blog [here](#).

Breach Defense with Unified Endpoint Management

An IBM-funded study in 2018, conducted by Ponemon, revealed the cost of a data breach. With costs per record rising by 4.8 percent to \$148, data breaches on average cost companies \$3.86 million. These are average costs for a low number of records lost, but larger breaches carry much larger costs. View [Gil Cattelain's](#) blog on [Breach Defense with Unified Endpoint Management](#).

ZENworks at Micro Focus Universe

Micro Focus transforms enterprises with ZENworks - Unified Endpoint Management solutions that bridge the gap between existing and emerging technologies. Innovate faster and carry less risk, even as you adopt BYOD and upgrade your infrastructure. For further information on ZENworks at Micro Focus Universe click [here](#).

[Return to top of the page](#)

Upgrade to Vertica 9.2 today!

Vertica 9.2 features database branching, backup and recovery of Vertica in Eon Mode, in-database machine learning advancements, support for open source Python client, Voltage SecureData integration updates, and performance enhancements.

Major enhancements include:

- **Database Branching:** Creates instant clones of the Vertica in Eon Mode database so you scale for massive throughput and upgrade with minimal downtime.
- **Open Python Client:** Assists data scientists and developers to perform advanced analytics, run SQL queries, and load data from Python-based applications.
- **Machine Learning (ML):** Enhanced evaluation functions that now support classification algorithms by accepting non-numeric values as well.
- **Faster Live Aggregate Projection Updates:** Delivers faster performance on larger data sets with live aggregate projections for Flattened Tables.

Please find further information:

- [Vertica Blog: What's new in Vertica 9.2](#)
- [Vertica 9.2 Data Sheet](#)
- [Watch the Vertica 9.2.x Webcast](#)

[Return to top of the page](#)

New Partner Portal

NEW Partner Portal now live!

The new Micro Focus Partner Portal went live on March 01 and delivers a vastly improved user interface, providing access to essential business tools and world-class sales and technical enablement to help you generate more predictable profitability.

Learn more about the new Portal by clicking on:

- [Micro Focus Partner Portal](#)
- Watch a replay of the [North America](#) and [International and APJ](#) partner webcast

[Return to top of the page](#)

WW Customer Engagement – Online Communities

New look Micro Focus Community is here!

The [Micro Focus Community](#) has a new look and is much easier to navigate with increased functionality. The new site is consolidated into “neighborhoods” based on solutions and product sets. Stay informed on new releases and product enhancement. Join today to share your knowledge and connect with customers!

[Return to top of the page](#)

Enablement

Welcome to the New Micro Focus Enablement & Certification Experience!

With the launch of our new, unified Micro Focus Partner Program partners can now access all Enablement & Certification content for all product groups via our brand new Enablement & Certification pages on the [Micro Focus Partner Portal](#).

Enjoy improved and updated content and free of charge training and exams. Find out how to [Access Enablement and Certification](#) and benefit from having everything in one place!

View the below documents for further information:

- [Certification Criteria Guide](#)
- [Enablement & Certification FAQ](#)
- [Partner Certification Process – User Guide](#)

Regional Enablement Bulletins

Find the latest on-demand Enablement and upcoming webinars in your region:

- [Asia Pacific and Japan March Enablement Bulletin](#)
- [International March Enablement Bulletin](#)
- [North America March Enablement Bulletin](#)

[Return to top of the page](#)



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