

The Value of BlackBerry Workspaces Specialization



Solutions Provider Specialist
BlackBerry Workspaces



Specializations are powerful competitive tools

Value of Workspaces Specialization

- Expand your core competencies
- Enhance your reputation
- Unlock new business opportunities

In times of constant technological change, the right combination of knowledge and expertise is essential to meet evolving customer demands, expand into new markets, and grow revenue. And that's why at BlackBerry we have introduced Specializations, which offer you access to additional innovative technology solutions. As a member of the BlackBerry Enterprise Partner Program, you can take advantage of our Specializations and unlock new markets for your business.

Today's employees need collaboration tools that allow them to access any content, anytime, anywhere, and then share that content with both internal and external partners.

But losing control of how content is shared can expose an enterprise to many potential risks. BlackBerry® Workspaces is the leading secure EFSS (Enterprise File Sync and Share) solution, enabling users to share, edit and control their files on every device. Only BlackBerry Workspaces can provide the level of security that organizations need — wherever files are, wherever they need to go, and whoever needs to access them.

BlackBerry Workspaces Specialization allows partners to develop in-depth skills for the EFSS space and build credibility with your customers.

Why should your company apply?

This Specialization is aimed at partners who specialize in mobility and/or EFSS solutions, and are looking to capitalize on the massive growth in EFSS deployment and add new high-margin revenue streams from professional services.

Workspaces Specialist partners are the only BlackBerry partners who have demonstrated capability to deploy, implement and support Workspaces Solutions. This specialization validates your technical competency and differentiate you from other partners by recognising you as the go-to experts in the growing EFSS market.

What are the benefits?

Workspaces Specialists benefit from being able to deliver their own integration services and developing a higher-margin, higher-return, services-based business model. Additional rewards include access to NFR licenses and to BlackBerry's Internal Knowledge Base, as well as preferential engagement with the BlackBerry sales team.

Additionally, as a BlackBerry Workspaces Specialist you can use our upcoming Partner Locator to promote yourself with customers, and also connect with other BlackBerry partners.

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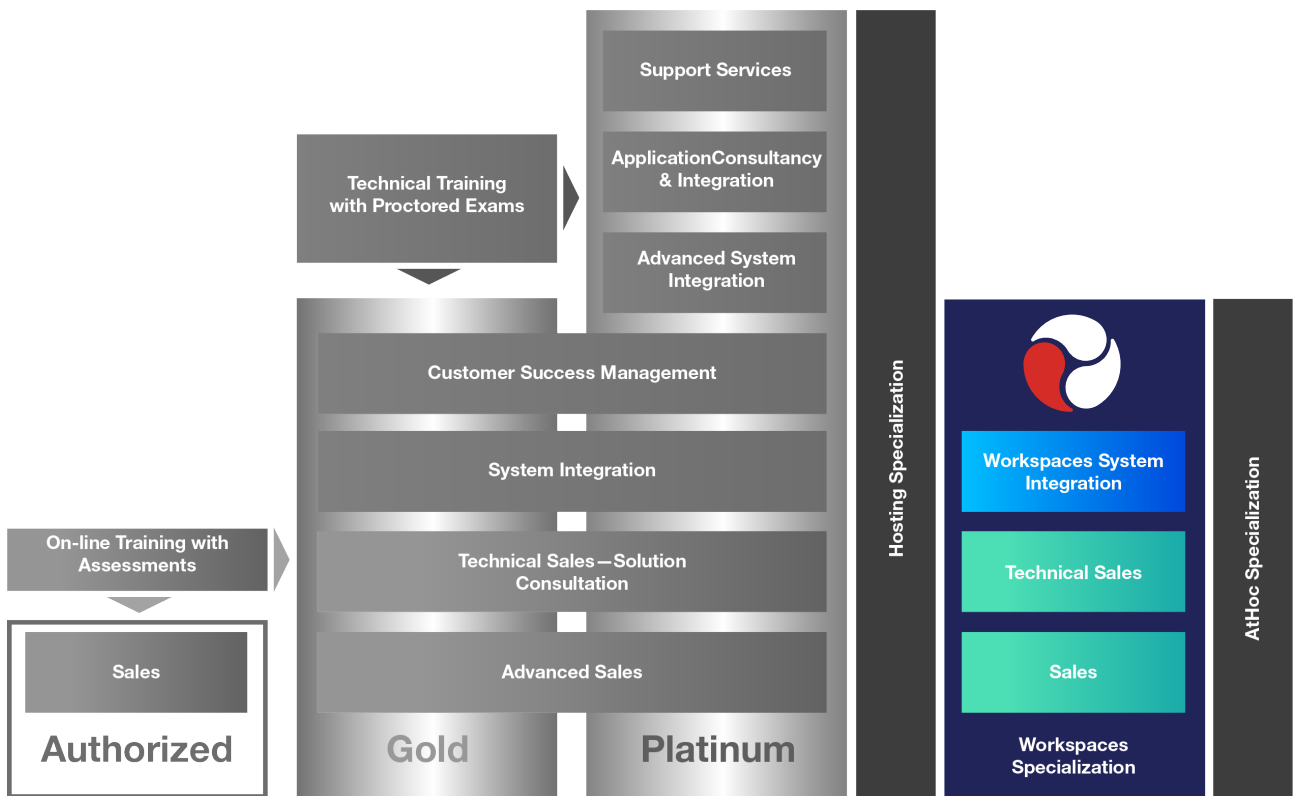
What are the requirements?

BlackBerry Workspaces Specializations have a number of pre-requisites and requirements intended to verify the level of knowledge and established practices of your company.

To start with the BlackBerry Workspaces Specialization, partners have to apply and accept our terms and conditions here. Existing BEPP for Solutions Providers Partners need not apply again. Specializations are by

invitation only and only Partners with at least Authorization Tier can apply for the Workspaces Specialization. Please refer to the **Workspaces Program Description** for all requirements and latest information.

The image below summarizes the competencies. For more information around the competencies, please read the Workspaces Accreditation Matrix.



If you wish to find out more about the overall BEPP for Solutions Providers Program, please refer to the BEPP for [SP Program Description](#).