

CYBEREASON MSSP PARTNER PROGRAM OVERVIEW

Purpose built for the Defender

Cybereason is the champion for today's service provider cyber defenders. Our vision is to enable our service provider partners to deliver profitable and differentiated managed detection and response services, with market-leading detection and response SLAs, at scale and within budget. We provide a purpose-built, modular cybersecurity platform to enable partners to improve service margins and revenue through advanced analytics, and process automation and an open, future-proof architecture.

Why Partner with Cybereason?

MSSP PARTNER PROGRAM

- Flexible contract & license models
- Service-oriented price model
- Service-oriented client delivery & support model

FLEXIBLE & EASY TO DO BUSINESS WITH

- Building automation & self service
- Express Incident Response (IR) / POC
- Self-service training labs & technical certification

BEST IN CLASS TECH

- Future-proof & scalable platform (XDR)
- Self Service IR provisioning Drives IR-> MDR conversion
- Data Sovereignty-first infrastructure


WE INVEST IN YOUR SUCCESS

- Unique 'MDR in a box' / On-boarding / knowledge transfer programs
- On-Demand sales and technical certification program
- PSD (Partner Success Delivery) team
- Joint marketing & product development


Program Requirements: At a Glance

	SELECT	PREMIER	ELITE	
CRITERIA	Revenue Target	<\$500K	>\$500K	>\$2M
	Certifications	2 Sales 1 Pre-Sales 1 SOC Analyst	2 Sales 2 Pre-Sales 2 SOC Analysts	5 Sales 3 Pre-Sales 4 SOC Analysts
	SOC Analyst	1 Per Shift	2 Per Shift	3 Per Shift
	Marketing Commitment		1 Per Quarter	2 Per Quarter
BENEFITS	Access to the Nest Partner Portal	✓	✓	✓
	Access to Deal Registration	✓	✓	✓
	Sales & Technical Training	✓	✓	✓
	Cybereason Defenders League Certification	✓	✓	✓
	Joint Business Planning		✓	✓
	Access to Marketing Funds		✓	✓
	Access to Cybereason Sales Director		✓	✓
	License Ownership and Transfer Option		✓	✓
	Partner Success Manager			✓
	Partner Service Delivery Manager	Optional*	Optional*	✓
	Partner Solutions Architect	Optional	Optional	✓
	Custom Partnership Launch			✓
	Executive Partner Summit			✓

How We Win Together

-  **REDUCED TIME TO MARKET**

 - Cybereason’s MSSP partner support comprises of professionals with experience in all aspects of the MSSP business at an operational level; from sales and marketing to engineering and training. Partner Success Managers work with the Partner Service Delivery team advising on platform configuration, best practices and technical integrations to reduce time to market.
 - Market development funds are available to build joint value propositions and support joint marketing activities to quickly generate sales leads and pipeline.
 - Pre-built technical integrations and a fully-featured API means the Cyber Defense Platform can be embedded into your service architecture rapidly and provide immediate value. The Cyber Defense platform also provides rapid customer on-boarding, whilst the single lightweight client reduces friction and simplifies cross-selling.

 **GROW PROFITABLE REVENUES - IMPROVED SERVICE MARGINS**

 - Consolidated management, advanced analytics, data correlation and workflow automation all combine to dramatically improve SOC productivity and ultimately improve service margins. While other service platforms are alert-centric, Cybereason’s Defense Platform is operation-centric.
 - With Cybereason, your SOC analysts can instantly visualize attacker’s malicious operations (Malops) from root cause to every affected endpoint with real-time, multi-stage displays of all attack details. This gives analysts the power to immediately identify, understand and end attacks with a single click. Cybereason’s single agent architecture and consolidated management improves operational efficiency by a staggering 75% (Forrester TEI 2020).

EXPAND ACCESSIBLE MARKET OPPORTUNITIES

- The Cyber Defense Platform provides one of the industry's most flexible deployment options including multi-cloud, on-premises, hybrid and even air-gapped expanding service eligibility.
- Comprehensive cover for endpoint types means broader service adoption. With built-in technical integrations and support for eXtended Detection and Response (XDR), the Cyber Defence Platform opens up additional service revenue streams.
- Flexible service architecture means our you can tailor offerings to address the needs of small business to large enterprises. Thanks to Cybereason's big data cross-correlation capabilities you are also able to offer additional proactive services like threat hunting and incident response.

DIFFERENTIATE AND DRIVE CUSTOMER VALUE

- Dramatically reduce mean time to detection and response with the Cybereason Defense Platform.
- With Cybereason malicious operations (Malops), your SOC analysts can visualize an attack from root cause to every affected endpoint with real-time, multi-stage displays of all attack details. This gives analysts the power to take targeted response and remediation actions on behalf of your customers to improve business outcomes and significantly reduce risk.
- Improve customer satisfaction and retention through reduced false positives and more accurate, broader detections with the Malop™ that ensures your customer gets clearer escalations that provide a more complete narrative.

For more information
or to apply now visit our
[website](#).

Email our team at
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Visit our [Partner Portal](#)
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