



AGILEBLUE

Partner Program Guide

June, 2022



PROGRAM OVERVIEW

- Introduction
- Why AgileBlue is the right Partner
- Program Benefits
- AgileBlue Reseller Guide
- Reseller Onboarding Process
- Engagement Playbook

LET'S GET STARTED

AgileBlue is a proven SOC|XDR platform that detects cyber-attacks to your cloud, network, applications, and endpoints, before a breach occurs. We trust nothing, while detecting everything to your entire digital infrastructure. Our SOC is staffed with 24x7 expert threat hunters and cyber analysts who will obsess over your cybersecurity while helping you sleep at night. Join us!

- Discover how together we can grow and protect your clients.
- Whatever your client needs we are here and ready to get started, with no extra investments.
- Wrap your MSP or MSSP services around AgileBlue SOC|XDR.
- AgileBlue Referral Program allows you to expand your offerings to our broader cybersecurity solutions

WHY AGILEBLUE PARTNER PROGRAM?

Our relationship with our Partners is how we define our success and direction as an organization. We are very proud to be part of this community and fully support our Partners in the Channel.

We've designed this program specifically to engage, enable, support, and reward your business growth. The program is relevant for all types of Partners and helps to build your brand by offering a white-label security dashboard, marketing collateral, and purpose-built sales content.

Your Trusted Partner to Grow and Protect Your Customer Relationships

Our focus is building the service that meets yours and your clients' requirements. We do this through transparency in our business practices, communication, flexibility, and our one-size *does not* fit all philosophy.

- Fortify your organization with proprietary data and analytics.
- Provide actionable recommendations to improve cybersecurity posture and mitigate risk.
- Identify trends and key factors.
- Continuously monitor your digital business to ensure you and your clients are not breached.
- Provide product demonstration for your clients and prospects.
- Monthly Executive Reporting and meeting – rollup of all clients.
- Offer a broad range of AgileBlue Cybersecurity Solutions: XDR, Cyber Risk Score, Endpoint Security, Cloud Integrations, On-Prem Network/Data Center and *more*.

Leverage the AgileBlue SOC|XDR Platform

- Cloud managed SIEM & Machine Learning
- XDR automated response
- Integrated threat intelligence
- Internal and external Cyber Risk scoring
- 24 x 7 U.S. based SOC analysts
- Multi-tenant dashboard
- Integration into third-party tools
- Onboarding support
- Customized and white-labeled dashboards and reporting
- White-labeled sales and marketing content
- Live chat

AGILEBLUE PARTNER GUIDE

One platform that includes everything you need.

SOC, SIEM and eXtended Detection & Response (XDR)

- AgileBlue's XDR technology provides extended visibility, analysis, and response across networks and cloud in addition to apps and endpoints. Our XDR includes:
 - On-Premise Infrastructure Monitoring
 - Cloud Monitoring
 - Endpoint Security (EDR)
 - Application Monitoring

24/7 Monitoring

- AgileBlue is staffed and monitoring logged data 24x7x365. Your subscription includes a Concierge Security Team, Success Team, weekly, monthly and quarterly reporting, project planning support, and features and roadmap discussions.

Real-Time Analytics Dashboard and Reports

- AgileBlue's dashboards provide data in real-time, so your data is never stale. Our report writing capabilities are augmented with those of our security partner, meaning we can deliver just about any report you would like.

Third-Party Continuous Threat Intelligence

- AgileBlue subscribes to and ingests the latest threat intelligence from top intel providers such as Recorded Future, Anomali, CISA, and AttackIQ.

Risk Scoring, Best Practices and Vulnerabilities

- We understand you don't have time to analyze every piece of data our algorithms put out – so we'll do it for you. Your Cyber Risk Score is calculated by evaluating the entire landscape of your infrastructure.

ENGAGEMENT NEXT STEPS

You have a client opportunity, excellent...now what?

Step 1. Opportunity Registration

Complete the [AgileBlue Scoping Form](#) and submit online. A member from our client services team will be alerted upon submission.

Within the form you will need to provide the following information:

- Partner company name
- Partner onboarding contact (email and phone number)
- Client company name
- Client website
- List of portal users (full names and emails)
- Total number of log sources
- Total number of workstations
- Total number of servers
- Total network devices

Step 2. Prepare

- You will receive our channel order form to sign and return. This form includes pricing for your client.
- After submitting a channel order form, a member from our team will be in touch to schedule a sales engagement meeting to discuss the opportunity in detail. It is important for the AgileBlue Team to understand the client's desired outcome. Transparency from all parties increases the opportunity for a successful and long-term relationship. The more information we get up front the better we can prepare.

Step 3. Implementation

Upon completion of step 1 and 2, a member from our customer success team will reach out to start the implementation process. The team will schedule technical call to review the following:

- Technical Journey
 - Pre-launch
 - Installation
 - Tuning & customization
 - Training and Reporting
- Environment scope
- Q&A



ACCELERATE YOUR CYBERSECURITY PROGRAM

Client Risk Scoring

Monitor the activity your clients care about, ignore the stuff they don't. We customize your AgileBlue experience to analyze and detect exactly what you need it to. Each client gets a custom Cyber Risk Score that makes their security easy to understand.

Custom Reporting

We know proving cyber risk is tough, and some clients don't think they have a problem. To help our Partners, we provide monthly reporting, as well as recommendations and tuning of alerts. Benchmarking is also an important piece – we do that too.

Pooled Pricing

Security is a necessity; outrageous pricing is not. We give you fixed monthly costs with predictive revenue. Our pooled pricing model comes with no surprises and helps you provide services at scale.

Multi-Tenant

Get full visibility of your client's data with our multi-tenant and white-label analytics portal. With real-time notifications and our silencer technology that boasts a 95% true positive rate, you can see under the hood of the SIEM and SOC activity.

SOC Live Chat

We believe availability and accessibility are critical in supporting a SOC-as-a-Service offering. That's why we have a live chat feature in our SOC portal. We even integrate with most 3rd party communication tools.

Sales and Marketing

If you've got the best tech on your side, you want to tell prospective clients about it. We'll help you market your business with webinars, events, and collateral. Need help with a product demo? We got you covered.