



# AGILEBLUE Partner Program

Deliver the future of cybersecurity to your customers and achieve revenue growth with our partner program.

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## Introduction \_\_\_\_\_1

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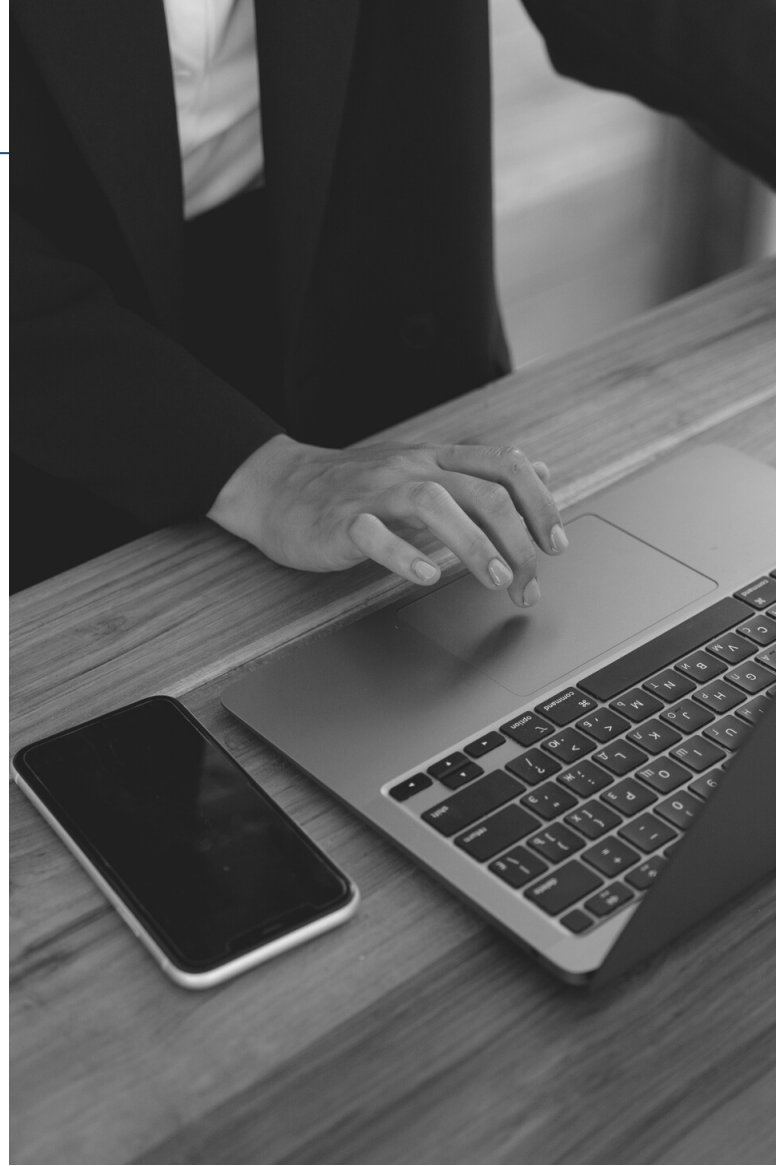
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**HARNESS THE  
FUTURE OF  
CYBERSECURITY.**

**MAXIMIZE  
REVENUE  
POTENTIAL.**

**UPGRADE YOUR  
CYBERSECURITY  
PROGRAM.**

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. As a partner, you gain access to leading cybersecurity technology along with dedicated marketing and sales support.



This empowers you to successfully sell our comprehensive cybersecurity platform, incorporating the latest solutions, ensuring your competitiveness, broadening your service portfolio, and fostering business growth.

# AGILEBLUE CERULEAN

## ONE PLATFORM WITH EVERYTHING YOU NEED.

AgileBlue's Cerulean is an AI-enabled SOC | SOAR platform proven to detect cyber threats faster and more accurately across your entire digital infrastructure and cloud. We provide 24/7 monitoring, threat detection, cloud based SIEM, and response to identify a breach before it occurs.

### SOC, SIEM and eXtended Detection & Response (XDR)

AgileBlue's XDR technology offers comprehensive visibility and response for networks, cloud, applications, and endpoints, incorporating on-premise infrastructure, cloud monitoring, endpoint security, and application monitoring.

### 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

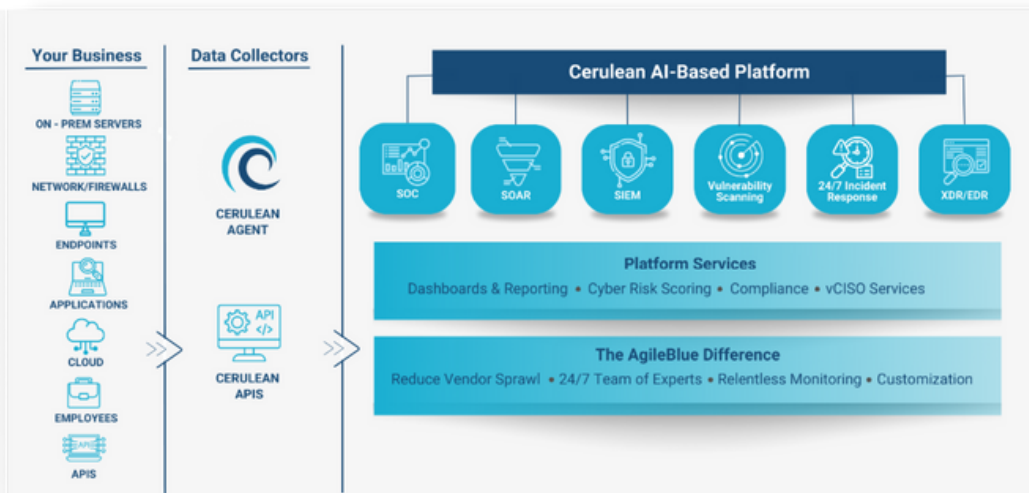
AgileBlue subscribes to and ingests the latest threat intelligence from top intel providers such as Recorded Future, Anomali, CISA, and AttackIQ.

### 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.

### 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.



Product Tour

# OUR COMMITMENT TO YOUR SUCCESS

## Custom Reporting

Empower your Partners with our tailored cyber risk solutions, featuring monthly reporting, alert optimization, and benchmarking, ensuring proactive protection for clients, even those unaware of their vulnerabilities.

## Sales and Marketing

Unleash your tech's potential: we amplify your business with impactful webinars, events, and compelling collateral, and offer seamless product demo support.

## 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

Gain complete data visibility through our multi-tenant, white-label analytics portal, featuring real-time notifications and our 95% accurate silencer technology, offering deep insights into SIEM and SOC activities.

## 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.

## Client Risk Scoring

Tailored to focus on essential client activity, AgileBlue provides customized analysis, ensuring precise monitoring, and offers individualized Cyber Risk Scores for effortless security comprehension.



# AGILEBLUE VALUES

## Trust

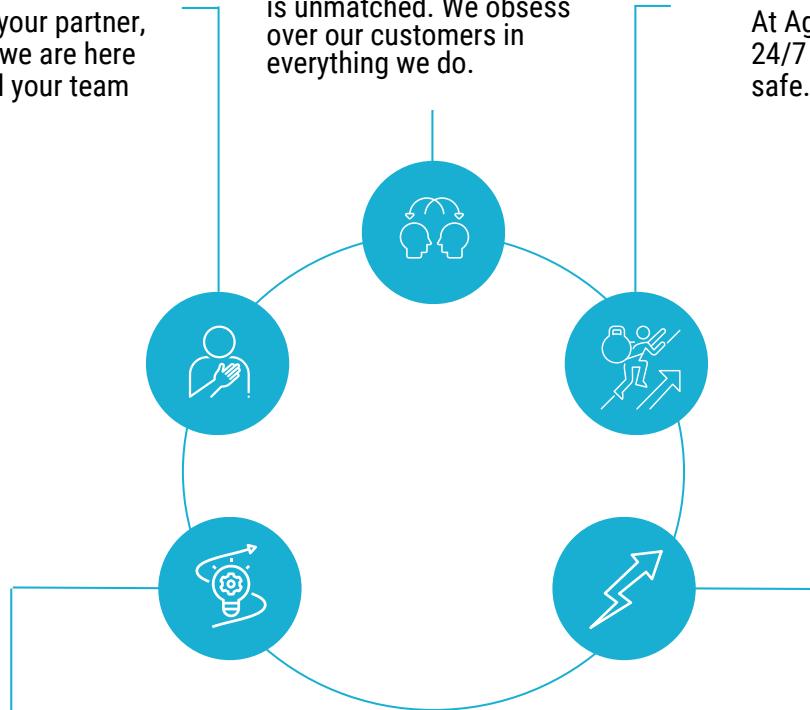
With AgileBlue as your partner, you can **trust** that we are here to support you and your team to success.

## Empathy

AgileBlue's attentiveness to our client's and their needs is unmatched. We obsess over our customers in everything we do.

## Persistence

At AgileBlue, we work tirelessly 24/7 to keep our customers safe.



## Innovation

AgileBlue's solutions and technologies are innovative. We work to satisfy our customers with the industry's best in technology, quality, value, and customer service.

## Growth

We grow together. AgileBlue continues to grow with the industry and provide our clients with the latest technologies and trends.





# 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

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