AGILEBLUE
Partner
Program

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

TABLE OF CONTENTS

MAXIMIZE REVENUE POTENTIAL.

HARNESS AI-POWERED CYBERSECURITY.

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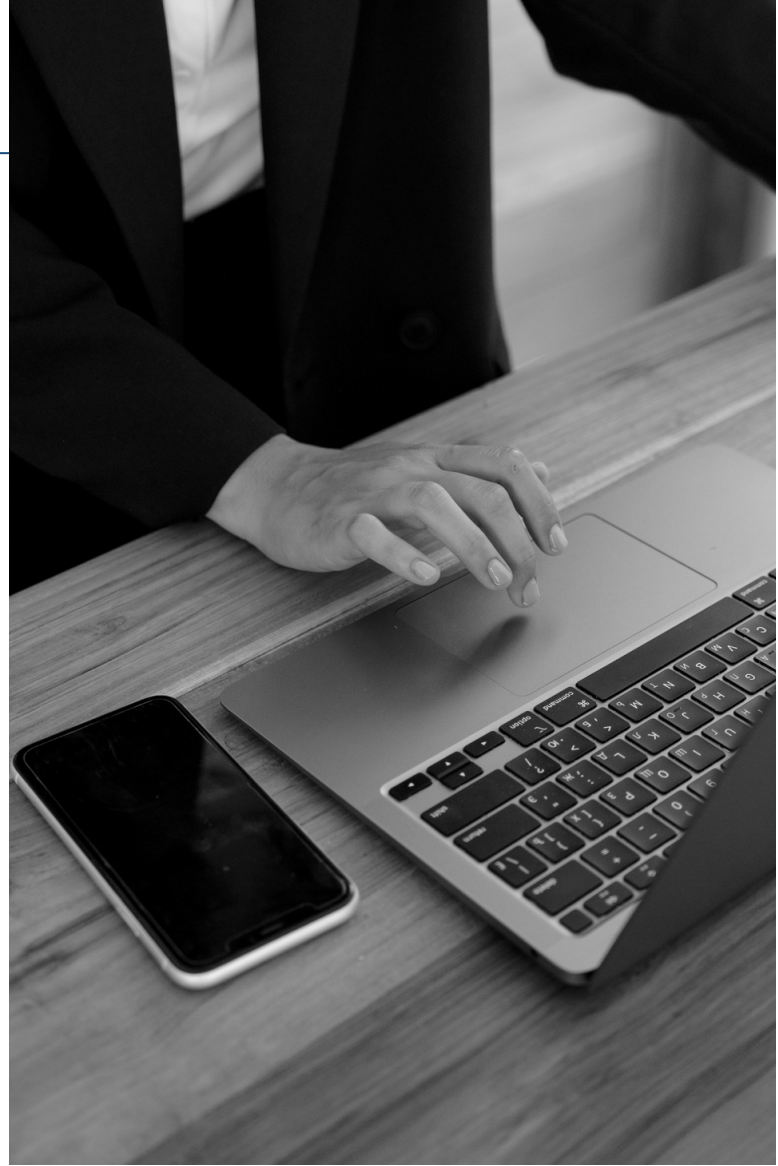
We've designed this program specifically to engage, enable, support, and reward your business growth. The program is relevant for all types of partners and helps to build your brand by offering a white-label security dashboard, marketing collateral, and purpose-built sales content. As a partner, you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

01

EMBRACING AN AI-FOCUSED FUTURE:
HOW MSPS LEAD THE CHARGE IN EVOLVING CYBERSECURITY LANDSCAPES

In today's IT landscape, Managed Service Providers are transcending traditional boundaries, beyond the confines of a narrow IT scope. As you navigate this transformative journey, as an MSP–your focus is on seamlessly integrating with IT organizations, keenly observing, strategizing, and offering invaluable guidance amidst the rapid changes and security challenges. As trusted advisors in cybersecurity, you adeptly navigate the daily emergence of threats and innovations, solidifying your role in safeguarding the digital well-being of organizations.

In particular, the imperative role of AI-powered cybersecurity technologies in 2024 cannot be overstated. The increasing weaponization of Artificial Intelligence (AI) in cyberattacks has ushered in a new era of urgency to reinforce defenses. Adversaries now leverage AI as a potent tool, executing highly targeted cyberattacks with unparalleled precision and exploiting vulnerabilities at speeds beyond the capacity of human hackers.

AI's potential in crafting convincing phishing emails, adapting malware to security measures, and automating data extraction from compromised systems heightens the threat landscape. The challenge lies in the dynamic nature of AI-driven attacks, rendering static defense mechanisms, such as signature-based antivirus software and rule-based intrusion detection systems, ineffective.

Traditional cybersecurity measures struggle to keep pace, underscoring the critical need for adaptive and advanced cybersecurity strategies. In response to this evolving landscape, AI-powered cybersecurity emerges as a crucial solution. AI-driven threat detection systems excel in recognizing patterns of behavior that human analysts might overlook. This proactive cybersecurity approach significantly reduces response times, mitigating the damage caused by AI-driven attacks and providing a robust defense against the evolving cyber threat landscape.

Your dedication to staying informed and adapting to these changes positions you as invaluable partners in ensuring the digital resilience of the organizations you serve.

02

BENEFITS OF AI-POWERED CYBERSECURITY

ENHANCED THREAT RESPONSE

AI-powered cybersecurity tools swiftly analyze data, recognize patterns, and automate responses for real-time threat detection and mitigation, demonstrating superior efficiency compared to traditional manual and rule-based approaches.

EFFICIENT FALSE POSITIVE IDENTIFICATION

AI excels at identifying false positives, alleviating the burden on human analysts and enhancing the accuracy and effectiveness of threat detection and analysis.

CONTINUOUS MONITORING FOR MODERN SECURITY

AI-powered cybersecurity tools provide real-time attack detection and automate incident response, ensuring continuous monitoring is essential. This aids human experts in promptly identifying emerging threats and trends.

STRENGTHENED ACCESS CONTROL MEASURES

Utilizing machine learning algorithms, AI identifies anomalous behavior patterns and flags suspicious login attempts improving overall access control, making it easier to identify potential security breaches.

INSIDER THREAT MITIGATION

AI analyzes user behavior to identify employees engaging in malicious activities, proactively preventing insider threats. This contributes significantly to the prevention of data breaches and other security incidents.

TOP 5 BENEFITS

03

AGILEBLUE
CERULEAN

ONE PLATFORM WITH EVERYTHING YOUR CLEINTS 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

04
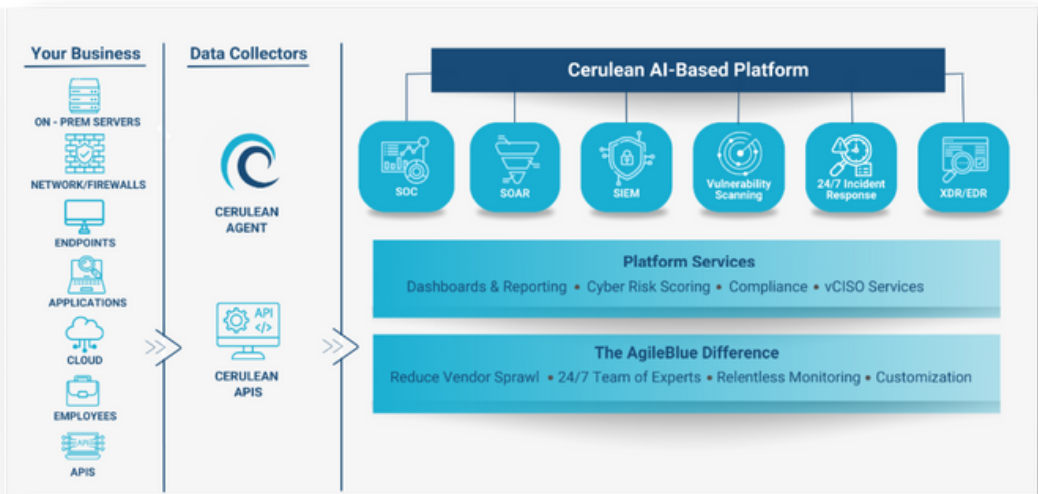
OUR COMMITMENT TO YOUR SUCCESS

Custom Reporting

With tailored dashboards, meticulously crafted application integrations, and continuously evolving data monitoring, AgileBlue is designed to operate in a way that best suits your clients needs.

Sales and Marketing

Unlock your potential: We enhance your marketing by providing opportunities for collaborative webinars and events, tailored marketing collateral, and seamless product demo support. Plus, you'll receive quarterly partner newsletters to keep you informed about everything you need to know.

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.

AI ChatBot

AgileBlue's AI ChatBot, Sapphire, automates tasks like installations and threat intelligence, allowing SOC analysts to focus on critical investigations while giving you peace of mind with quick, accurate responses to your questions.

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

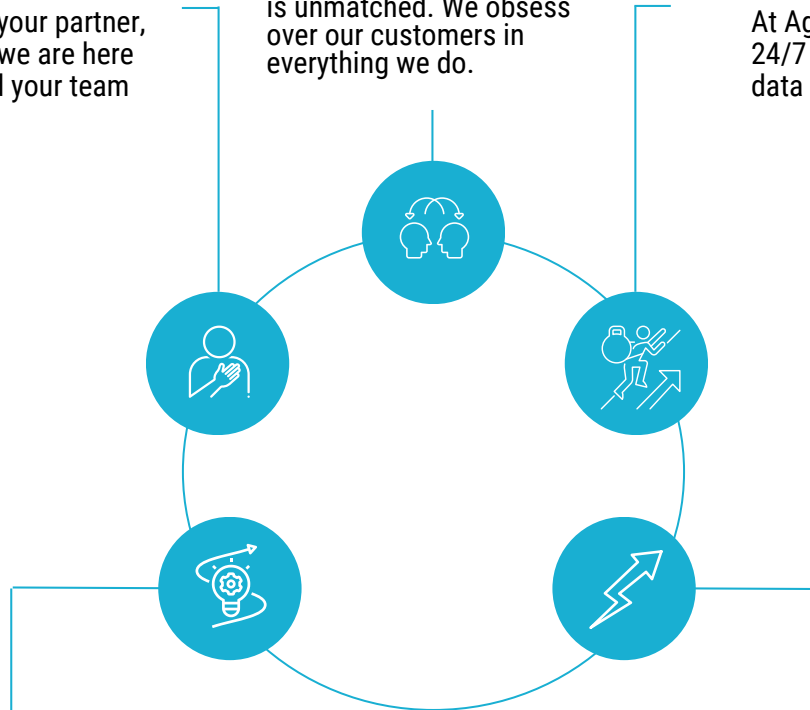## Empathy

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

Trust

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

Persistence

At AgileBlue, we work tirelessly 24/7 to keep our customers data 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've identified a client opportunity, great! What's the next step?

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

07

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ABOUT AGILEBLUE

At AgileBlue, we're your dedicated AI-powered cybersecurity partner. Our proven services swiftly detect and address cyber threats 24/7, preventing breaches before they occur. AgileBlue Cerulean, our AI-powered XDR | SOAR platform, blends advanced technology with human expertise to ensure efficient monitoring, detection, and response. Trust us to enhance your cybersecurity defenses, offering peace of mind in the dynamic digital landscape.

GET TO KNOW US

TEAM UP WITH A RELIABLE VENDOR

Our success and organizational trajectory are shaped by the invaluable relationships we share with our partners. We take immense pride in being an integral part of this community and wholeheartedly dedicate ourselves to championing and bolstering our partners within the channel. These partnerships are not just collaborations; they are the cornerstone of our mission and the driving force behind our shared achievements.

CONTACT US **WATCH A PARTNER TESTIMONIAL**

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