

## Outpost24 Partner Program Brochure

### Market Landscape

All business today are a target for a security breach. With new vulnerabilities discovered every day in commonly used applications, operating systems and hardware devices, companies cannot afford the financial consequences and negative publicity surrounding a breach.

As traditional perimeter defences are no longer sufficient to protect organizations against the increased security threat, and most companies required to be compliant, vulnerability management is becoming a vital technology for organizations to implement.

Outpost24 is committed to providing the leading vulnerability management solutions and has proprietary, best of breed technology deployed by over 1,000 organizations worldwide. Its unique approach to security allows companies to proactively manage and control critical risks to their network and help customers verify and prove compliance with standards including Payment Card Industry Data Security Standard (PCI DSS).

By partnering with Outpost24, MSSPs and channel partners can help their customers realize the benefits of vulnerability management and regulatory compliance. Outpost24's complete technology solutions present a clear revenue opportunity by enabling partners to stimulate incremental activity and business by expanding their security portfolio and offering new value added services.

### Partner Programs







#### MSSPs

Outpost24 has designed a partner program for MSSPs (Managed Security Service Providers) who understand the opportunity vulnerability management presents and wish to add leading technology to their portfolio of products and bespoke managed services.

Outpost24's advanced turnkey technology solutions of cloud based services and agent less appliances are easy to implement, intuitive and highly accurate. By deploying Outpost24's vulnerability management technology, MSSPs can offer additional value added managed services to differentiate themselves and create a unique offering in the marketplace.



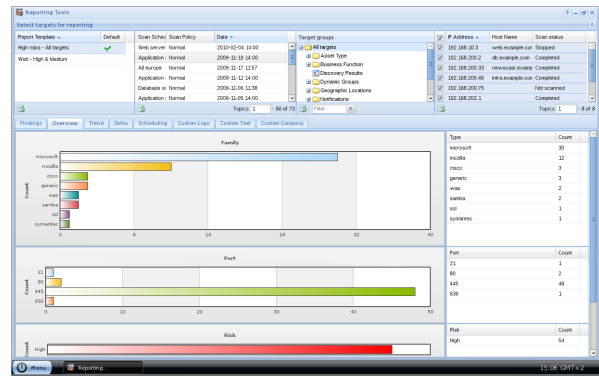
### Features

-  **White label reporting capabilities** – seamlessly add logo and company name to built-in or customized reports
-  **Automate and integrate through API** – easy to integrate with existing technology platform to create unique bundling and manage multiple services
-  **Technical Training programs** – technical training to achieve certification. Help with best practice using proven methodology to develop services and offerings
-  **Joint account development and sales support** – joint lead generation and expert support from experienced commercial and technical resources
-  **Marketing assistance** – access to corporate and product collateral and possibility to do joint marketing activities
-  **Flexible licensing and competitive pricing** – flexible licensing models adapted for MSSPs commercial models and competitive pricing. Free trials available

## Channel Partners

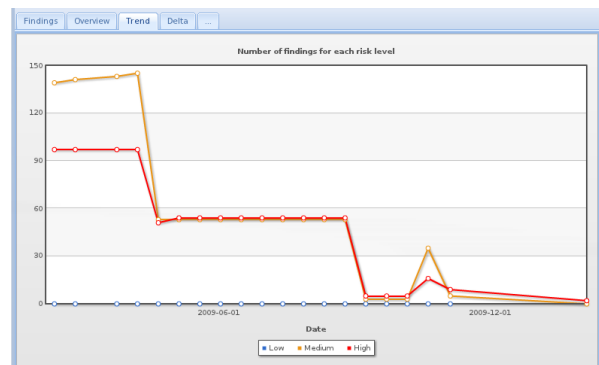
Outpost24 has developed a Value Added Reseller (VAR) program that enables dynamic, security specialist resellers to deliver an essential vulnerability management solution that addresses their customers' data security and compliance concerns and challenges.

With leading core vulnerability scanning technology and flexible licensing models, Outpost24 enables channel partners to add significant value to their customers. By bundling Outpost24's solutions with their consultancy services and complementary product offerings, partners can achieve incremental and recurring revenue streams.



## Features

- White label reporting capabilities** – seamlessly add logo and company name to built-in or customized reports
- Training and sales programs** – technical training to achieve certification. Help with best practice using proven methodology to nurture leads
- Joint account development and sales support** – experienced account managers act as extended sales team identifying accounts and provide help in selling the technology benefits to leads
- Marketing assistance** – access to all marketing collateral including data sheets, FAQs, brochures, digital material and promotional products. Free demos, and product trails for customers available



ABOUT OUTPOST24: Vulnerability Management Made Easy! Outpost24 is the technology leader in on-demand vulnerability assessment and management solutions with over 1,000 corporate and government customers, including Traveler, Delta Lloyd Group, ING Life Limited, University of Helsinki, and Banco Multiva. Outpost24 is headquartered in Sweden with a global network of local sales offices. Outpost24 delivers security solutions in a Software-as-a-Service (OUTSCAN® & OUTSCAN PCI®) or Appliance (HIAB®) form factor. Outpost24's solutions provide fully automated network vulnerability scanning, easily interpreted reports, and vulnerability management tools. OUTSCAN PCI® is the ideal tool for businesses of all sizes to achieve and demonstrate PCI DSS compliance. For more information, please visit <http://www.outpost24.com>.