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Partner Program 2023

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Program Overview

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Discover the CloudSEK Partner Network and Build Strong Security Alliances

CloudSEK is a contextual AI company that predicts Cyber Threats to secure customers digital assets. CloudSEK provides intelligence that combine the power of Cyber Crime monitoring, Brand Monitoring, Attack Surface monitoring, and Supply Chain intelligence to give context to our customers' digital risks. By partnering with CloudSEK you will be able to provide your customers with leading Artificial Intelligence-driven Digital Risk Protection Service. CloudSEK XVigil's AI driven digital risk protection services help secure companies to defend their business successfully from threats across Surface, deep and Dark web.

Why Partner with CloudSEK?

CloudSEK has a formally structured, comprehensive framework designed to minimize partner ramp-up time and maximize ongoing partner engagement and overall productivity. It also list activities and deliverables that can be adapted and enhanced to fit most of our partner needs and stands out as the best offering for following key reasons

CloudSEK delivers an experience that is responsive to the Partner's go-to-market strategy and provide a powerful set of resources to drive success through value selling.

Helps the partner to collaborate with CloudSEK team ensuring they have the right knowledge, skills, and resource to accelerate their sales

Provide uninterrupted access to the CloudSEK's Sales, Product and technical team ensuring the partner is supported through each stage.

Focused governance institutionalized to ensure partner success and address any grievance for a healthy and profitable business.

Partners have options to either resell CloudSEK modular SAAS offering or choose the MSSP version. This approach enables you to meet your customers specific needs and position desired products. CloudSEK works towards customer satisfaction by further integrating desired threat intelligence with their existing SIEM, SOAR or ticketing tools.

Partner Benefits of the Program



Increase Business in new Customer verticals and regions.



Maintain healthy margins and develop new services revenues.



Attain lifelong customers loyalty.



Provide exceptional value by protecting customer's digital assets and brand.



Field-level support for direct customer engagements.



Co-Selling programs for market development and lead generation.



Build Executive connects for stronger relationships



On Demand training for sales, marketing, and support teams.

Program Tiers

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There are different tiers of partners: VAR- Gold, Platinum - MSSP and Technological Alliance Partners

GOLD PARTNERS

The core of our partner community that has achieved revenue and sales and technical certifications. Gold partners can work on healthy margins, collaborate on marketing opportunities and have support of our BDR team for post event follow up, business plans by request, and much more. Gold partners are trained, can engage in client meetings independently, and work closely with our sales and technical teams.

PLATINUM PARTNERS

Platinum Partners Platinum partners have the highest level of commitment to partnership and have earned the highest level of support, enablement, marketing, and margin! Our platinum partners have a designated executive sponsor as well as access to our product and intelligence teams. Our team will work with you to understand your resale and managed services offerings to provide the right balance of product to suit your business

TECHNOLOGY ALLIANCE PARTNERS

Our technology alliance partnership program caters to businesses seeking to seamlessly integrate their technology solutions with CloudSEK's threat intelligence platform. As a CloudSEK technology alliance partner, you'll have access to our API and a wealth of technical resources to assist you in the development and integration of your solutions.

Partner	VAR GOLD	MSSP PLATINUM	Technology Alliance Partner
Support	<ul style="list-style-type: none"> • Opportunity Registration • Demo Support • Sales Support 	<ul style="list-style-type: none"> • Opportunity Registration • Demo Support • Joint Business Plan • Sales Support • Technical Support • Exec Team connect 	<ul style="list-style-type: none"> • Opportunity Registration • Demo Support • Exec team Connect • Technical Support
Enablement	<ul style="list-style-type: none"> • Sales & Tech Enablement • Tech Updates & Newsletter 	<ul style="list-style-type: none"> • Sales & Tech Enablement • Tech Updates & Newsletter • Integration Support • Prime Training Access 	<ul style="list-style-type: none"> • Sales & Tech Enablement • Tech Updates & Newsletter • Integration Support • Prime Training Access
Marketing	<ul style="list-style-type: none"> • Joint Event Participation • Webinars & Roundtables 	<ul style="list-style-type: none"> • Joint Event Participation • Webinars & Roundtables • Joint Plan & MDF access 	<ul style="list-style-type: none"> • Joint Event Participation • Webinars & Roundtables • Joint Plan & MDF access

Training Options: CloudSEK offers a range of online training modules for partners complimented by direct access to our presales teams. Our new partner team is the first source of enablement and partners looking to certify with CloudSEK will be granted access to our training resources. While all partners can turn our sales engineering teams for help, in depth technical support and enablement coaching will be reserved for Gold and Platinum partners.

Enablement

Sales and Technical Enablement

Sales Enablement



Training Delivery

Mix of Onsite and Online training



Market Training

- Market Analysis
- Scale and Reach of the Platform



Sales Training

- Value selling
- Prospecting and Negotiation training
- Objection Handling
- Proposal Requirements and changes



Technical Training

- Platform Demo
- Platform Configuration
- Technical Objection Handling
- Licensing

Technical Track Enablement



Training Delivery & Integration support

- Mix of Onsite and Online training
- Help with clear documentation for required SIEM, SOAR, SOC feeds.



Support Training

- Familiarization with the platform
- Understanding of various features and functionality
- Escalation
- Understanding of Dashboard
- Report creation



Admin Training

- Configuration of Platform
- User Administration
- Access Control



Train the Trainer

- Trainer would be trained how to train the support users and admin users



XVigil Admin - CXA

XVigil Support Expert - CXSE

XVigil Support Professional - CXSP

XVigil Support Associate - CXSA



CloudSEK Sales Professional - CSP

CloudSEK PreSales Expert - CPE

CloudSEK PreSales Pro - CPP

CloudSEK PreSales Associate - CPA

Partnership Programs

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Stronger Partnerships with
CloudSEK at different levels



Reseller Partner Program

Our Reseller Partnership program is perfect for businesses looking to incorporate CloudSEK's threat intelligence solutions into their product offerings. As a CloudSEK reseller partner, you'll gain access to marketing and sales resources, comprehensive training and support, as well as a dedicated account manager committed to your success.



Technology Alliance Partner Program

Our technology alliance partnership program caters to businesses seeking to seamlessly integrate their technology solutions with CloudSEK's threat intelligence platform. As a CloudSEK technology alliance partner, you'll have access to our API and a wealth of technical resources to assist you in the development and integration of your solutions.



MSSP Partner Program

The Managed Security Service Provider (MSSP) partner program at CloudSEK is tailored for businesses providing managed cybersecurity services to their clientele. As a CloudSEK MSSP partner, you'll receive access to our threat intelligence platform and an extensive array of resources and tools, empowering you to deliver top-notch cybersecurity services to your customer.

Get Started today and get in touch to Learn more about the CloudSEK Partner Program!

- Email us: partners@cloudsek.com
- Visit: cloudsek.com/partners