

CYPHORT CHANNEL PARTNER PROGRAM

Growth Opportunity

According to a 2016 report from MarketsAndMarkets, the Security Analytics market is estimated to grow 27.1% annually, from \$2.83 Billion in 2016 to \$9.38 Billion by 2021. This represents an enormous growth opportunity for Cyphort and our channel partners. Here's how Cyphort channel partners can accelerate their revenue growth:

1. Revenue from the Adaptive Detection Fabric – The distributed software architecture of the Adaptive Detection Fabric (ADF) makes it fast and easy to deploy and scale across virtually any number of locations, and for any size organization. Channel partners will also appreciate the flexible subscription-based pricing model, which provides a predictable, recurring revenue stream each year.
2. Revenue from other products in your portfolio – The ADF is based on an open API architecture, which means that it can seamlessly integrate with your customers' existing security ecosystem. This means that you can leverage other security products in your portfolio for accretive revenue contribution.
3. Revenue from professional services – The Adaptive Detection Fabric's open APIs are integrated with many security tools already, enabling it to provide automated mitigation and containment actions when threats are discovered. Customers often request deeper integration between the ADF and their other security tools – including SIEM. The deeper the integration, the "stickier" the solution and the higher the revenue growth.

And This is How You Benefit

Cyphort is committed to creating a mutually beneficial and profitable relationship with our partners that is built on integrity and trust. We're looking for partners that are trusted advisors to their customers, anxious to embrace innovation, and passionate about solving major security problems for their customers.

Program Highlights

As a member of the Cyphort channel partner program, your selling efforts are rewarded with a program that includes —

- ▶ Ability to differentiate your security business with innovative technology
- ▶ Preferred partner discounts based on commitment to very reasonable bookings target
- ▶ Personal engagement from Cyphort sales, marketing, and support teams
- ▶ Exclusive protection of each Opportunity through Deal Registration
- ▶ Assistance in development of sales tools, web content, and digital marketing programs
- ▶ Limited Number of Cyphort partners in every metro market
- ▶ Choice of program tiers to match your business needs

To get a complete Partner Program Guide including benefits and discounts, complete our contact form and let us know you are interested in becoming a partner — we want to talk with you.

About Cyphort

Cyphort, Inc., provides the Adaptive Detection Fabric, a distributed Security Analytics solution that delivers advanced threat defense and improves operational efficiency for SOC and IR teams within mid- and large-size organizations. Based in Santa Clara, California, the company was founded in 2011 and distributes its software through direct sales and channel partners across North America and international markets. Learn more at www.cyphort.com.