



# AlienVault Partner Program

## Phenomenal Security. Phenomenal Partnership.

At AlienVault, our dedication to successful partnership begins with leveraging robust programs designed to foster meaningful, profitable, and long-lasting relationships with partners. Through our AlienVault® Unified Security Management® (USM) platform and our carefully-crafted, award-winning programs, your organization has access to essential security controls for providing the end-to-end threat detection solutions that customers want.

We know that building partnerships with security vendors is a critical component to delivering positive business outcomes for your customers. We also understand that customers rely on your expertise to protect their unique businesses. This is why we offer two, flexible, best-in-class programs, designed to nurture and grow your security practice. We encourage you to familiarize yourself with our programs and learn how our solid foundation designed for both solution providers and managed security service providers gives our partners a competitive edge.

## Welcome to AlienVault Unified Security Management

We're committed to unifying best-of-breed technology with shared intelligence for a truly open and collaborative approach to security, and improving your customers' overall security posture with AlienVault USM. Companies with IT organizations of all sizes embrace these solutions to deliver powerful threat detection, incident response, and compliance management across cloud, on-premise, and hybrid environments. Unlike any other security solution on the market, our platform dramatically reduces the cost and complexity related to buying and deploying all the essential security controls required for comprehensive security visibility.

We know that small and medium-sized businesses are challenged with finding security solutions that are right-sized for their unique businesses. Plus, today's compliance and threat management challenges require that all organizations, big and small, invest in more than just endpoint security. Our vision is to offer a security solution that is complete, simple, and affordable – and fits the needs of businesses of all shapes and sizes. We're proud that AlienVault USM provides more than a “one-size-fits-all” approach, standing up to the growing level of threats that businesses face today.

## Program Overview

In today's complex and constantly-evolving cybersecurity landscape, securing your business is more challenging than ever. Our partner programs enable leading solution providers, system integrators, MSSPs, and corporate resellers to offer and support AlienVault solutions in the global marketplace.

These programs are designed to help partners:

- ✓ **Grow Revenue** – Create new opportunities to grow your business quickly and increase profitability.
- ✓ **Gain a Competitive Edge** – Become a trusted advisor to customers and gain a long-term competitive advantage in your security practice.
- ✓ **Stand out from the Pack** – Differentiate yourself by demonstrating your ability to deploy, configure, and manage USM Anywhere™ through our [exclusive certification programs](#).
- ✓ **Enhance or launch a security services offering** – Provide customers with the business outcomes they need through the USM platform, which uniquely offers a set of functionality as a managed service.

- ✓ **Learn and Grow** – Gain access to best in class education, marketing support, profitability, and protection.
- ✓ **Partner with the Best** – Our award-winning partner program is built on a partner-first premise and is in a class by itself.
- ✓ **Win Deals** – Our partnership is not simply about great technology, but our commitment to developing a flexible, adaptable, and predictable pipeline with you while offering the resources and margin opportunity to convert that pipeline into closed deals.

## Flexible Programs Customized for You

You and your customers need tailored solutions and programs that meet and exceed expectations. This is precisely why we offer two partner programs with ease of doing business in mind:

### Solution Provider Program

Formerly known as our AlienVault VAR Partner Program, our Solution Provider Program is ideal for leading resellers that wish to sell and support AlienVault solutions to businesses in the global marketplace. Our fresh approach to threat detection and remediation for IT organizations of many shapes and sizes truly differentiates solution providers that partner with us.

### MSSP Program

The AlienVault MSSP Partner Program is ideal for partners that wish to deliver managed security services. With its simplicity, reliability, and value, hundreds of MSSPs and MSPs worldwide select AlienVault as the technology of choice to power their managed security offering.

## Partner Resources

We offer several resources for our partners, and below are a few prime examples:

### Partner Portal

Dedicated to our partner community, you can find up-to-date channel resources including on-demand partner training, sales tools, logos, and more. Visit our website to register for access by following the instructions on the [portal login page](#).

### Resource Library

Our [Resource Center](#) hosts our latest end-user collateral, webcasts, blogs, and more. Before leveraging this content, we encourage you to use custom tracking links which are made available to our partners which enable ‘track back’ capability for your customers or prospects who follow this tracked links. Instructions for use can be found both in the [Partner Portal](#) or by contacting us at [partners@alienvault.com](mailto:partners@alienvault.com).

## Learn More or Contact Us Today

We’re reinventing the vendor/partner dynamic and we offer a variety of features to deliver value to partners every step of the way.

To learn more about the details of our program, refer to the following resources:

- **Managed Service Security Providers:** Contact us at [mssp@alienvault.com](mailto:mssp@alienvault.com) or refer to our [Program Guide](#).
- **Solutions Providers:** Contact us at [partners@alienvault.com](mailto:partners@alienvault.com) or refer to our [Program Guide](#).