

Alert Logic Cloud Acceleration Partner Program

Enabling Technology Partners to Deliver Security-as-a-Service

Program Overview

The Cloud Acceleration Partner Program (CAPP) is Alert Logic's technology partner program designed to increase the breadth of Security-as-a-Service solutions provided to customers through all of Alert Logic's go-to-market channels, including cloud and hosting service providers.

Enterprises often deploy multiple security products that do not interact with one another. This not only leads to increased operational costs, but also raises their security risk profile. Alert Logic's CAP program offers technology partners a tiered program structure to integrate with Alert Logic's Security-as-a-Service platform as well as their diversified go-to-market model. By doing so, Alert Logic enables partners to turn off-the-shelf products into managed security services that are part of a broad portfolio of interoperable Security-as-a-Service solutions.

Program Benefits

Partner Benefits

- Transform off-the-shelf products into a managed security service offering
- Technology and business model integration with Alert Logic's Security-as-a-Service platform
- Access to Alert Logic's network of cloud and service provider channel partners

Customer Benefits

- Integrated and tested solutions that are reliable, secure and scalable — saving time and costs for the customer
- Proven joint references that reduce the risk for customers
- Scalable architecture that accelerates adoption of new solutions, enabling a broader Security-as-a-Service portfolio

Partnership Levels

The CAPP offers two levels of partnerships to companies who want to work with Alert Logic on various levels of solution development and integration.

Basic Partnership

This includes companies that are interested in validating their products with Alert Logic and integrating expert security monitoring services into their solution. Basic Partners have access to a subset of development resources and participate in limited sales and marketing activities.

Advanced Partnership

This includes companies that have a strong strategic fit with Alert Logic's Security-as-a-Service portfolio and are willing to make the necessary investment with Alert Logic to fully integrate with their platform. These partners receive full product and service integration including single user interface, API customization and unified reporting, as well as full engagement in sales and marketing activities.

CAPP Partner Integration Summary

	Basic Partnership	Advanced Partnership
Advanced Security Tools	LIMITED <ul style="list-style-type: none"> • Integrated Reporting & Database • Standalone UI for Adv Functionality 	COMPLETE <ul style="list-style-type: none"> • Fully integrated UI • API customization
Expert Security Services	COMPLETE <ul style="list-style-type: none"> • Full SOC monitoring • Out-of-the-box correlation & alerting 	COMPLETE <ul style="list-style-type: none"> • Full SOC monitoring • Out-of-the-box correlation & alerting
"as-a-Service" Delivery	LIMITED <ul style="list-style-type: none"> • Basic monitoring • Manual provisioning • Limited break/fix capabilities 	COMPLETE <ul style="list-style-type: none"> • Fully integrated service deliver
Wherever IT Goes	CASE-BY-CASE <ul style="list-style-type: none"> • Referred and/or resold through SP channel • Case-by-case analysis for integration into public cloud 	COMPLETE <ul style="list-style-type: none"> • Deliverable into all environments supported by Alert Logic • Resold through SP channel

Frequently Asked Questions

How does the Alert Logic Platform enable CAPP partners?

Alert Logic's Security-as-a-Service platform provides APIs as well as the ability to ingest and analyze security data from individual security tools, turning them into actionable recommendations from the Alert Logic Security Operations Center. Further, the Security-as-a-Service platform provides the necessary integrations and automated processes to operationalize advanced security services into the fabric of cloud and service provider operations by enabling provisioning, decommissioning, support integration, pricing and billing presented to the customer with a unified Web user interface or through integration with partner self-service portals.

Who are Alert Logic's CAPP partners?

Rapid7 is Alert Logic's charter CAPP partner. Alert Logic has worked with Rapid7 as an Advanced Partner and has fully integrated their solution to be part of Alert Logic's Security-as-a-Service portfolio. Alert Logic customers are able to get all the benefits of Rapid7's NexPose Vulnerability Scanning solution, but delivered as a service with expert guidance from our SOC.

How do I apply?

Interested parties should contact Alert Logic at CAP@alertlogic.com.