

# Alert Logic Partner Program

## Your on-ramp to increased sales with Security-as-a-Service solutions

### As the Marketplace Evolves ...

Today, "business as usual" means "the marketplace continues to evolve." And to ensure success, companies of all sizes in all industries need to evolve, too. Traditional resellers are evolving to solution providers, software delivery is changing to an "as-a-Service" model, and customers are adopting managed services to outsource costly IT, security and compliance operations.

Remaining in lock-step with the changing marketplace, Alert Logic's Partner Program helps partners be successful in delivering security and compliance solutions to their customers. Alert Logic's offering of Software-as-a-Service tools that are integrated with managed security services allow partners to provide a holistic solution that is easy to sell, easy to deploy and easy to deliver value.

Whether you're a QSA, consultant, SI, VAR or service provider, Alert Logic has multiple programs that fit your needs and business model.

### Program Benefits

Partner Type	Referral	Reseller	Service Provider
Partner Profile	QSAs, Consultants, System Integrators	VARs, IT Resellers, Distributors, MSPs, MSSPs	Managed Hosting/Colo/ Cloud Service Providers
Revenue Model	One-time commission	Monthly Recurring	Monthly Recurring
Customer Relationship	Direct with Alert Logic	Direct with Partner	Direct with Partner
Branding	Alert Logic branding	Co-branding	White-label or Co-branding
Joint Marketing	No	Yes	Yes
Market Dev Funds	No	Yes	Yes
Technical Assistance	No	Yes	Yes
Sales Support	No	Yes	Yes

Customized and specialized partner programs available

### Results That Matter

Alert Logic has a proven track record of delivering Security-as-a-Service solutions to over 1,500 enterprise customers through a variety of channel partners. By integrating, enabling and optimizing our partners through our Partner Success Platform, our partners experience:

#### EXPANDED CUSTOMER BASE

- Open market opportunities in security and compliance
- Meet customer's security and compliance requirements
- Complement existing offering of IT services

#### INCREASED PORTFOLIO OFFERING

- Rapidly deploy Security-as-a-Service solutions
- Differentiate with managed security services
- Quick time-to-value with low investment model

#### IMPROVED CUSTOMER LOYALTY AND MARGIN

- High-margin revenue streams from premium services
- Increase customer loyalty and lower churn
- Gain higher share-of-wallet from customers

### Products and Services Overview

#### Alert Logic Threat Manager™

Alert Logic Threat Manager is a comprehensive on-demand threat management and vulnerability assessment solution that protects customers by automatically identifying malicious behavior and questionable network patterns originating both inside and outside of their network.

#### Alert Logic Log Manager™

Alert Logic Log Manager is an on-demand log management solution that collects, stores, reports and correlates log data from Alert Logic's highly secure, redundant SAS 70 Type II audited data centers, allowing customers to meet the regulatory requirements to capture and store log data without having to worry about ongoing storage costs associated with on-premise solutions.

#### ActiveWatch

ActiveWatch is a 24x7 threat management monitoring service that enhances Threat Manager's capabilities by providing expert analysis and insight on real-time threat alerts, so customers can quickly identify and resolve incidents.

#### LogReview

LogReview is a service enhancement to Log Manager that provides event log monitoring and analysis capabilities to provide customers with daily log review and insight.

Learn more: [www.alertlogic.com/partners](http://www.alertlogic.com/partners)