

SECURITY-AS-A-SERVICE OVERVIEW:

ALERT LOGIC® PARTNER PROGRAM

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.

RESULTS THAT MATTER

Alert Logic has a proven track record of delivering Security-as-a-Service solutions to over 3,300 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

PARTNER TYPE	REFERRAL	RESELLER	SERVICE PROVIDER
PARTNER PROFILE	- QSA - CONSULTANTS - SYSTEM INTEGRATORS	- VAR - IT RESELLERS - DISTRIBUTORS - MSPs - MSSPs	MANAGED HOSTING/ COLO/CLOUD SERVICE PROVIDERS
REVENUE MODEL	ONE TIME COMISSION	MONTHLY RECURRING	MONTHLY RECURRING
PARTNER BENEFITS	JOINT MARKETING AVAILABLE		
	PARTNER RESOURCE CENTER ACCESS		
	TECHNICAL ASSISTANCE		
	SALES SUPPORT		

CUSTOMIZED AND SPECIALIZED PARTNER PROGRAMS AVAILABLE

ALERT LOGIC PRODUCTS AND SERVICE

Alert Logic® Threat Manager™

A network-based intrusion detection system and vulnerability scanning product that monitors network traffic around the clock in order to identify known incidents, vulnerabilities and misconfigurations.

Alert Logic® Log Manager™

A log management solution designed to collect, aggregate and normalize log data from any environment in order to meet compliance mandates and identify security issues.

Alert Logic® Web Security Manager

An out-of-band managed web application firewall designed to secure the gaps traditional IDS cannot. Web Security Manager offers improved detection capabilities (both signature and learning-based) without the risk of latency and slowing down business applications.

Alert Logic® Web Security Manager Premier

Inline managed web application firewall that identifies and validates network traffic bound for web servers ensuring real-time protection. Web Security Manager Premier uses a heuristic engine that has both negative and positive (whitelisting and blacklisting) security models to block malicious traffic.

Alert Logic® ActiveWatch™

A managed service that provides 24 X 7 monitoring of Alert Logic products, including a core team of security and compliance experts that investigate security incidents identified by the Alert Logic® ActiveAnalytics™ platform, and

work with each impacted customer to provide recommendations for neutralizing the threat.

Alert Logic® LogReview

Daily event log monitoring and review designed to help meet PCI DSS, HIPAA, SOX, and other compliance mandates; a team of certified security analysts acts as an extension of your team to expertly review your log data daily and alert you whenever suspicious activity or possible security breaches are detected.

Alert Logic® Cloud Insight

Alert Logic® Cloud Insight is an automated, cloud-native vulnerability and configuration management solution designed to take the complexity out of protecting your AWS-based cloud workloads. Built with features and capabilities specifically designed for AWS you will finally get what you and your organization have been wanting: a security solution that works like AWS.

Alert Logic® Cloud Defender™

Alert Logic Threat Manager, Log Manager, Web Security Manager and the associated Alert Logic® ActiveWatch™ service delivered together providing customers with significant cost savings.

WE OFFER PARTNER PROGRAMS FOR CLOUD AND MANAGED HOSTING PROVIDERS, CLOUD SYSTEMS INTEGRATORS, IT SECURITY RESELLERS, AND TECHNOLOGY PARTNERS.

**FOR MORE INFORMATION, EMAIL: INFO@ALERTLOGIC.COM
OR VISIT: WWW.ALERTLOGIC.COM/BECOME-A-PARTNER**

ABOUT ALERT LOGIC

Alert Logic, the leader in security and compliance solutions for the cloud, provides Security-as-a-Service for on-premises, cloud, and hybrid infrastructures, delivering deep security insight and continuous protection for customers at a lower cost than traditional security solutions. Fully managed by a team of experts, the Alert Logic Security-as-a-Service solution provides network, system and web application protection immediately, wherever your IT infrastructure resides. Alert Logic partners with the leading cloud platforms and hosting providers to protect over 3,300 organizations worldwide. Built for cloud scale, our patented platform stores petabytes of data, analyses over 400 million events and identifies over 50,000 security incidents each month, which are managed by our 24x7 Security Operations Center. Alert Logic, founded in 2002, is headquartered in Houston, Texas, with offices in Seattle, Dallas, Cardiff, Belfast and London. For more information, please visit www.alertlogic.com.