# PINNACLE PARTNER PROGRAM GUIDE

GROW WITH GRADIENT CYBER

Joining Gradient Cyber's Pinnacle Partner Program equips you to accelerate new business opportunities and expand existing business with powerful Security Operations as a Service (SOCaaS) solutions for customers. Support more of your customer's security needs and close more sales with a cloud native, Extended Detection and Response (XDR) security service for small businesses and midmarket enterprises. Built on a foundation of our proprietary SecOps Delivery Platform and Vector Security Team, Gradient Cyber helps increase annually recurring revenue from virtually every sale and strengthen every customer relationship.

Success starts with a shared vision and hands-on partnership. Join Gradient Cyber's Pinnacle Partner Program and start growing with us today.
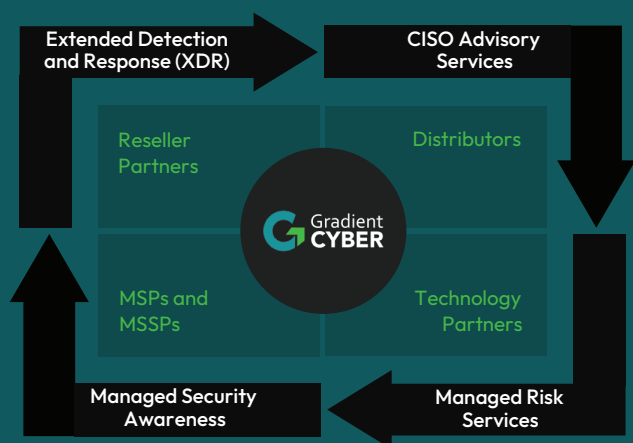
Our hands-on approach and broad service capabilities helps open more doors and close more deals. To learn how Gradient Cyber can help you solve your customers' biggest business challenges give us a try.

We'll help you grow with Gradient Cyber!

WHY PARTNER WITH GRADIENT CYBER?

With Gradient Cyber, partners can offer a broad range of SOCaaS capabilities that easily fit with their existing solutions and services. Gradient Cyber equips partners with:

- Innovative, channel ready services to differentiate and grow your business.
- Threat detection services for all of your customer's IT environment – internet connections, network, endpoints, hosts, SaaS apps, and cloud.
- 24/7 cybersecurity expertise on the job monitoring for threats and security posture risks.
- Cloud native security operations platform with local and organizational intrusion detection.
- Security health monitoring with regular posture reviews and recommendations.
- Supports integration with existing security tools for a truly custom, differentiated solution.

BE A PART OF OUR BROAD PARTNER ECOSYSTEM

Reseller partners that package, promote, sell, deliver, and support winning solutions.

Distributors that further promote and support Gradient Cyber and reseller success.

Managed service providers and managed security service providers that provide turnkey security services and delighted customer experiences.

Technology partners that collaborate to offer joint solutions increasing customer value and lowering customer total cost of ownership.

MEMBERSHIP OVERVIEW

Gradient Cyber's Pinnacle Partner Program features three flexible tiers – Authorized Referral Partners, Gold Reseller Partners, and MSP/MSSP Partners – to meet partners' desired level of access and support.

Authorized Referral Partners are starting their relationship with Gradient Cyber. They possess staff knowledgeable on customers, use cases, and needs. Authorized referral partnership has minimal requirements to allow new partners to start earning with Gradient Cyber with little upfront investment.

Gold Reseller Partners have proven success with Gradient Cyber and are committed to continued growth with Gradient Cyber solutions. They deliver the full Gradient Cyber solution set and are certified to assist with a variety of customer needs. They are recognized for great customer support.

MSP/MSSP Partners are proven experts in delivering Gradient Cyber solutions and have demonstrated consistent success and the ability to support customer use cases. They have experts on staff to suit complex deployments and deliver excellent levels of customer support.

SALES AND MARKETING SUPPORT	AUTHORIZED REFERRALS	GOLD RESELLERS	MSP / MSSP PARTNERS
Welcome / onboarding kit	✔	✔	✔
Deal registration		✔	✔
Sales onboarding incentive program		✔	✔
Access to Gradient Cyber Partner Portal		✔	✔
Not for resale XDR service		✔	✔
Communications on new products		✔	✔
Channel manager		✔	✔
Channel marketing support and programs		✔	✔
Eligible to receive leads		✔	✔
Eligible for participation in Partner Advisory Board		✔	✔
EDUCATION			
Sales and marketing training	✔	✔	✔
Technical sales training		✔	✔
Customer operations and support training		✔	✔
DEPLOYMENT, OPERATIONS AND SUPPORT			
Multi-tenant joint customer XDR platform		✔	✔
Different joint deployment models available			✔
Different joint 24/7 SOC support models available			✔
Customized pricing models available			✔
REQUIREMENTS			
Signed partner agreement		✔	✔
Deployed not for resale XDR service		✔	✔
Completed sales, technical sales, and operations training		✔	✔

MEMBERSHIP HAS ITS PRIVILEGES

Being in the Pinnacle Partner Program helps accelerate new opportunities and expand existing business. The program delivers powerful financial and sales incentives and enablement programs that fast-track growth and reward success.

Deal Registration: Register new opportunities to gain deal protection and increased incentives.

Hands-on Partnership: Field sales and sales engineers drive new opportunities and support pre-sales activities.

Demo XDR Service: Not for resale XDR service both protects partners and functions as a perfect demo platform to easily demonstrate the value proposition to prospects.

Guaranteed High Margin Sales: Cloud-delivered Security Operations as a Service (SOCaaS) solutions that solve high-value customer needs.

Business Development Assistance: Initiatives and funding available to drive incremental demand and lead generation.

Personalized Training: Virtual and in-person training sessions for sales, marketing, operations and support teams.

SOLUTIONS FIT FOR YOUR BUSINESS

Protecting your customers with a life-cycle suite of security operations capabilities increases your overall value and stickiness with customers.

Extended Detection and Response (XDR)	CISO Advisory Services	Managed Risk Services	Managed Security Awareness
Advanced threat detection and response across all IT infrastructure 'swim lanes': · Internet · Network · Endpoints · User behavior · Cloud · SaaS Apps	Full-time, fractional, or interim CISO services to fit any need including: · Security strategies · Governance services · Compliance services	Continuously assess security postures and harden weaknesses: · Penetration testing · Application penetration testing · Vulnerability scanning	Keep employees prepared to recognize and avoid social engineering attacks: · Simulated phishing attacks · Regular security awareness training