



# Partner Program

## Working Together to Secure Your Clients

### **When Partnering with Experience Matters.**

#### **Technology + Service = Opportunity**

Digital Defense partners with industry leading organizations to offer innovative security solutions that complement and align with core products and services.

Digital Defense recognizes the challenges organizations face when security demands run up against limited budgets and information security resources. Therefore, Digital Defense provides scalable solutions to meet the needs of organizations of all sizes, and partners with a variety of different business models.

Since 1999, Digital Defense has been successfully implementing vulnerability management (VM) solutions for clients, lifting the burden through a Vulnerability Management as a Service (VMaaS) model. This unique, cloud based delivery model combines leading edge patented technology and a next generation security assessment platform with unparalleled managed support and security expertise. Whether an enterprise is starting a VM program or seeking more efficiency and accuracy, Digital Defense can bridge the gaps to provide a holistic approach to security.

## Flagship Solutions

### Vulnerability Scanning Solutions

Vulnerability scanning is the cornerstone of an effective VM program. Digital Defense offers multiple solutions, from self-managed scanning where you take the driver's seat and manage scan-to-scan activities, vulnerability remediation and reporting, to a managed solution where all the heavy lifting is done by a team of experts executing scans, analyzing data and delivering project management guidance for remediation.

### Penetration Testing/Ethical Hacking

Penetration tests provide an extra layer of security for a holistic view of organization risk. Utilizing proven methodologies and industry best practices, Digital Defense can play the role of a malicious hacker to determine where weaknesses reside. Penetration testing services are performed around the clock and around the world. With our ability to test remotely, we are able to service your customers quickly and cost effectively.

### Social Engineering

Social engineering is a primary way attackers can gain access to information held by your organization. To mitigate this risk, Digital Defense can conduct an examination into the security awareness and behavior practices of employees, contractors and patrons. This evaluation helps identify an organization's weak points in physical and technical environments through an on premise or remote assessment conducted by certified Security Analysts that use the same skills and methods employed by malicious hackers.

### The Rewards of Partnership

- Competitive margin opportunities
- Technology leadership
- Education and training
- Technical and proposal support
- Renewal tracking and alerting
- Recurring revenue stream
- Satisfied clients
- No upfront bulk purchases

## Experience The Benefits of Partnership

Digital Defense's Partner Program is structured to answer channel needs and is focused on working with IT consulting businesses and system integrators. Strong financial opportunities combined with sales and marketing support, plus access to all of Digital Defense's products and solutions ensure a great opportunity to improve security and grow profits.

### Grow Your Business

Digital Defense's cloud-based architecture means no data center infrastructure to manage and no licensing and/or hardware to maintain or update. Our process allows partners to focus on core businesses, performing all high value customer facing activities while Digital Defense does the heavy lifting, analyzing security posture and reducing risk.

### Low Effort. High Reward.

Thanks to Digital Defense's streamlined approach to onboarding new clients, the turn-up time from prospect to new client can be under seven days. Now you can have a vulnerability management offering in place within days instead of weeks or even months required by other tools and providers. Partners are rewarded with increased margins by reaching targets on both new business and renewals. High margin earners can easily meet quarterly business targets and accelerators by converting existing business.

We work with you to protect your investment throughout the client lifecycle from acquisition to client management and retention.

### Dependable Support

You will be assigned an account manager and technical sales engineers backed by teams of security analysts, researchers and developers to support you and your clients' needs. As part of our efforts to guarantee a successful relationship, we conduct



**A Steady Stream  
of Recurring  
Revenue**

*Leverage the power of security  
excellence and testing procedures  
to generate a recurring stream  
of Revenue, freeing up your  
valuable resources to focus on  
core business services.*

**Contact us today and we'll show  
you the Digital Defense Difference.**

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