![SecurityScorecard logo]

SecurityScorecard

Why You Should Partner with SecurityScorecard

SecurityScorecard addresses a serious and ever-increasing liability for organizations by providing vendor and partner security profile ratings that provide significant insight into the cyber risk represented by hundreds and perhaps thousands of vendors within organizations' ecosystems. With SecurityScorecard, organizations know how susceptible they are to breach and exfiltration of Personally Identifiable Information, Protected Health Information (PHI) and "crown jewel" corporate digital assets based on continuous monitoring of 10 key risk factors that are predictive of potential breach.

Due to the exploding use of third-party, outside the firewall solutions and the prolific movement of data to the cloud, organizations now need to employ a platform that provides them with an accurate rating of their vendor ecosystem's security profile.

Value to SecurityScorecard Partners

Because the security ratings category is relatively new and is demonstrating explosive growth, partners can quickly differentiate themselves in a fast-growing market, with minimal competition. Benefits specific to partnering with SecurityScorecard inherent in our 100 percent channel approach include:

Complete Visibility into Third-Party Risk

Robust partner program: Provides partners with comprehensive benefits including sales & technical training with certification tracks, and field marketing support which includes strong field marketing investment and field one-to-one partner management by seasoned cyber security professionals.

Industry leading incentive model: Guaranteed margins with a rich deal registration program that rewards partners for bringing new opportunities to SecurityScorecard; Quarterly sales incentives for partner sales reps and partner sales engineers and rebate programs.

Accountability: Swift and consistent response times. Referenceable execution that consistently meets partner expectations.

Velocity: Efficient and responsive execution with dedicated partner program industry experts in both sales and marketing.

In addition, because of our integrations with third-party solutions, including leading Governance Risk and Compliance (GRC) and Vendor Risk Management (VRM) platforms, we can offer partners additional uplift through an integrated solution story.