

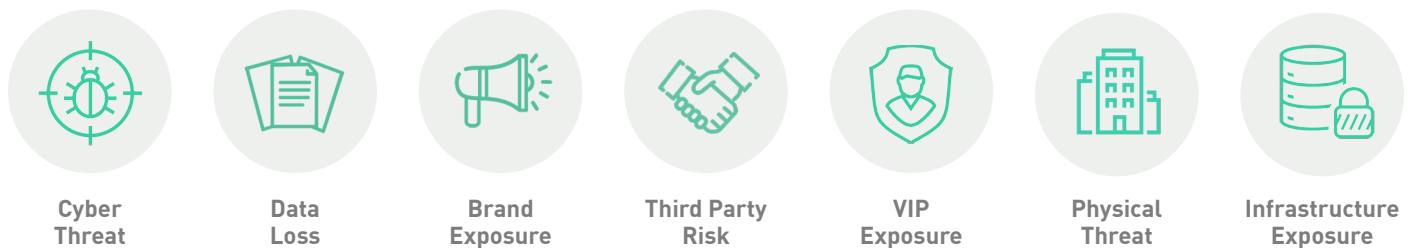
Partner with Digital Shadows

Overview

The Need for Digital Risk Management

As businesses become increasingly digital, they gain huge benefits from adopting cloud, social media, and mobile devices. But these new tools also expose businesses to new risks. Organizations are quickly realizing they need to continuously monitor for external digital risks to their business, however, they are overwhelmed by point solutions that generate irrelevant, non-prioritized alerts. Security teams need a solution that can monitor open and closed digital sources for risks to their business and only deliver threats that are relevant and verified.

Digital Shadows SearchLight™ service combines the industry's most comprehensive and scalable data analytics combined with human analysis to protect an organization from digital risks including:



Cyber
Threat

Data
Loss

Brand
Exposure

Third Party
Risk

VIP
Exposure

Physical
Threat

Infrastructure
Exposure

Digital Shadows Channel REV Partner Program

Through a partnership with Digital Shadows, you can provide your customers with the industry's best digital risk management to help protect their business, brand and reputation, and drive new business to your organization. Through the Digital Shadows Channel REV program (Revenue – Evolution – Value) we truly look to create a strategic partnership with you to accelerate your engagement with customers and drive incremental, high-margin revenue and professional services in a new security category that's evolving incredibly fast. Our mission is to help you succeed by providing dedicated support from our channel team, sales and technical training, and marketing content and engagement to help you get started quickly.

Digital Shadows Channel REV Program Benefits

Deal Registration

Receive significant discounts off list price when registering your customer opportunities. This creates a high margin opportunity.

Market Development Funds

Market Development Funds are available for use for specific joint initiatives to drive customer engagement and opportunities. Leverage a pool of funds to support security seminars, CISO round table events, sponsorships, and more

Partner Portal Access

It is easy for you to receive partner benefits through our Digital Shadows Channel REV partner portal. With a few clicks, you can access a wide range of tools to help develop your pipeline and support sales campaigns.

Sales & Technical Training

Our dedicated channel sales team is here to provide your team with virtual and hands-on sales training support including on-demand videos and demos.

Co-Branded Marketing Collateral

Leverage our marketing collateral library and rich content for customer engagement and support. We offer datasheets, use cases and threat reports to address specific needs.

Trial Offers

We offer an easy way to offer trials to your customers. Seeing is believing. A trial can provide powerful insight for customers and help gain a better understanding of our service.

Why Partner with Digital Shadows in Summary



Take advantage of opportunities in a fast-emerging market



High margin recurring revenue stream



Deal Registration for additional discounts



Dedicated channel team



Market development funds (MDF)



Tailored sales and technical training



Flexible reseller and MSSP engagement models



Drive incremental partner services

Get Started

If you would like to partner with Digital Shadows or like more information on how to get started, let us know!



Email partners@digitalshadows.com



Call us at US +1 (888) 889-4143
UK +44 (0) 203 393 7001



Visit partners.digitalshadows.com for more information

To learn more, visit partners.digitalshadows.com or contact your partner representative.

About Digital Shadows

Digital Shadows monitors and manages an organization's digital risk across the widest range of data sources within the visible, deep, and dark web to protect an organization's business, brand, and reputation. The Digital Shadows SearchLight™ service combines scalable data analytics with human data analysts to manage and mitigate risks of an organization's brand exposure, VIP exposure, cyber threat, data loss, infrastructure exposure, physical threat, and third party risk, and create an up-to-the minute view of an organization's digital risk with tailored threat intelligence. The company is jointly headquartered in London and San Francisco. For more information, visit www.digitalshadows.com.