



At BlueVoyant, we recognize that effective cybersecurity requires active prevention and defense across both your organization and supply chain. Our proprietary data, analytics, and technology, coupled with deep expertise, works as a force multiplier to secure your full ecosystem. BlueVoyant delivers purpose-built cybersecurity services that proactively defend business ecosystems of all sizes against today's threats by utilizing large, real-time datasets with industry-leading analytics and technologies.

Partner Key Contact	<ul style="list-style-type: none"> • Global Head of Managed Services: Milan Patel • Head of Partnerships: Steve DeSantis • Global Head of Channel Sales: John Keenan
Microsoft Contacts	Binil Pillai, Global Director, SMC, Security Sharon Bi, Partner Development Manager Tiffanie Woodards, Sr. Channel Manager
Regional Coverage	<ul style="list-style-type: none"> • North America • Europe • Asia • South America
Engaged Districts	All 4 US Regions, Canada, United Kingdom, Spain, Hungary, Israel, Philippines, Colombia, and El Salvador.
Microsoft Competencies	<ul style="list-style-type: none"> ◆ Gold Security Competency ◆ Gold Data Platform Competency ◆ Gold Platform Competency ◆ Threat Protection Adv. Specialization
Awards & Recognition	<ul style="list-style-type: none"> 2021: Microsoft Security 20/20 Award Winner for Top MDR Team 2021: Cybercrime Magazine Hot 150 Cybersecurity Companies 2021: CRN Channel Chiefs 2021: 5-Star Rating in the CRN Channel Program Guide 2020: CRN Tech Innovator 2020: MSSP Alert Top 250 MSSPs
Sales Plays	<ul style="list-style-type: none"> Manage and investigate risks Protect and govern sensitive data Zero trust foundations Modernize security & defend against threats Secure Azure, hybrid multi-cloud
Partner Offers	<ul style="list-style-type: none"> The BlueVoyant Modern SOC Azure Sentinel Accelerator Microsoft 365 Defender Accelerator Platform Management for Azure Sentinel Managed Detection and Response (MDR)

Managed Security Services For Microsoft Security	Professional Services	Threat Intelligence Services	3rd Party Cyber Risk Management
<ul style="list-style-type: none"> • Consulting and Implementation • MDR for Azure Sentinel • MDR for 365 Defender • MDR for Endpoint 	<ul style="list-style-type: none"> • Full-Service Incident Response • Cyber Maturing Assessment • Cyber Consulting Retainers • Incident Response Planning • CMMC 	<ul style="list-style-type: none"> • Digital Brand Protection • Executive Cyber Guard • Fraud Campaign Discovery • Account Takeover Monitoring • Data Leakage Detection • External Attack Surface Analysis 	<ul style="list-style-type: none"> • Supply Chain Cyber Risk Management • Private Equity Portfolio Risk Management • Government Supply Chain Cyber Risk Management

Position if customer wants to/is	Customer Benefits Statement	Target Customer
<ul style="list-style-type: none"> • Requires SOC and implementation services for Microsoft Security products • Optimize and maximize Microsoft's security capabilities • Prevent, detect, and respond to security events across Azure Sentinel, 365 & Azure Defender • Consolidate security tools and service providers • Encountering increased regulations, threats and risks impacting legal and regulatory 	<ul style="list-style-type: none"> • Security tools and Azure Sentinel fully optimized • 24/7 security monitoring and threat eradication services • Increased security and alert noise reduction at an affordable cost • Provides recommendations for customers to reduce total cost of ownership • Offers ongoing technical support for customer success • Facilitates consultative discussions with customers about user and business scenarios 	<p>Target Segments</p> <ul style="list-style-type: none"> • Enterprise • SMC • SMB <p>Target Audience</p> <ul style="list-style-type: none"> • Chief Information Security Officer (CISO) • Chief Information Officer (CIO) • Chief Security Officer (CSO) • Data Protection Officer • Data Governance Officer

Why BlueVoyant	Why Customers Choose Us	BlueVoyant Partner Benefits
<ul style="list-style-type: none"> • Exemplary Leadership: Our team is are former officials from FBI, NSA, Unit 8200, and GCHQ. • Global Footprint: New York City (headquarters), College Park (MD), San Francisco (CA), London, Madrid, and Tel Aviv. • Regarded: industry leading experts who stand witness and share insights on global news reports. 	<ul style="list-style-type: none"> • Delivery Expertise: Over 120+ Sentinel deployments, battle-tested processes, and proprietary IP to quickly deploy and configure security solutions. • Increased security and visibility: Powered by our team of security experts, 600+ proprietary alert rules, Threat Intelligence, Automation and AI capabilities. • Data Privacy and Cost Optimization: Our customers to keep data in their own environment, ensuring stronger compliance and reducing cost. 	<ol style="list-style-type: none"> 1. Onboarding: Channel Account Executive assignment and access to the BlueVoyant Partner Portal for sales, marketing, and training resources. 2. Enablement: Partner exclusive sales & technical training, webinars, and communications. 3. Engagement: Alignment with BlueVoyant sellers, account mapping, strategy sessions, and co-selling. 4. Marketing: Proposal-based Marketing investment, lead generation programs, co-branded assets. 5. Pricing: Deal registration & special pricing protection. Sales incentives & promotions.