

5-STAR WINNER

Partner Program GUIDE

AlienVault Believes Partners Can Find Profit Everywhere From Security Anywhere

Q. What makes AlienVault's security offerings attractive to customers?

A. AlienVault® Unified Security Management™ (USM™) is a comprehensive approach to security monitoring, delivered in a unified platform to monitor your cloud, hybrid cloud and on-premises environments. USM delivers five essential security capabilities that enable IT teams of any size to detect threats, respond to incidents, and manage compliance from a single, affordable solution. USM is continuously updated with threat intelligence produced by the AlienVault Labs Security Research Team—so you always have the latest security intelligence available.

Q. How is AlienVault positioned in the marketplace?

A. Unlike other security solutions, AlienVault's USM platform dramatically reduces the cost and complexity related to buying and deploying comprehensive security visibility for cloud, hybrid cloud and on-premises environments.

Our solutions are well-suited to midsize organizations, those with limited IT staff, and key verticals including health care, retail and education—to name a few. Both partners and customers alike can be confident knowing that we've earned recognitions including a Visionary placement in Gartner's Magic Quadrant for SIEM for four consecutive years; a spot on *Forbes'* list of hottest cybersecurity startups; *CRN's* 2016 and 2017 Security 100; and the 2016 and 2017 *CRN* Partner Program Guide 5-Star award.

Q. How does AlienVault play in cloud environments?

A. IT infrastructure deployed in the cloud can usher in security visibility challenges. AlienVault® USM Anywhere™ is built to remove these blind spots and give complete security visibility across on-premises, cloud and hybrid cloud environments. AlienVault USM Anywhere can be deployed in a data center, public cloud, virtualized private cloud, or any combination of those environments. USM Anywhere includes software sensors that can natively monitor VMware ESXi, Microsoft Hyper-V, Amazon Web Services and Microsoft Azure environments.

Q. What's new this year for AlienVault partners?

A. Partners can tailor the delivery of AlienVault USM to the specific needs of their customers' cloud, hybrid cloud and on-premises environments. AlienVault USM also may be offered as a managed security service, giving partners flexible pay-as-you-grow licensing, monthly billing and a federated architecture that provides easy administration. Or, partners can deploy an on-premises solution that is managed by them or by their customer.

Partners receive sales and technical support, rich incentives, margin assurance for deal registration, marketing support, renewal opportunities, and the dedication of our channel account team.



Mike LaPeters
VP, Global Channel Sales

“Our partners gain exclusive access to resources that drive their businesses forward, create new opportunities, increase profitability, and help them close deals faster.”



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