



DATA SHEET

EXABEAM AUTHORIZED SERVICE DELIVERY PARTNER PROGRAM

Delivering a top-notch experience for customers means more than simply developing great software.

It requires proper deployment, tuning, and support to ensure that users are able to make it operational in a way that works best for their organization.

To provide exceptional delivery to our customers, Exabeam relies on a partner ecosystem to provide best of class platform support and professional services. At its heart lies our Authorized Service Delivery Partner (ASDP) program. It helps identify, train, and certify a select set of authorized partners who provide service delivery opportunities to our customers.

ASDPs are trusted consultants who help our customers quickly realize value from Exabeam products. The scope of ASDP engagements can range from helping customers with initial Exabeam software installation and configuration, to program building that guides customers in adopting and making products operational in their environment. ASDPs also have the opportunity to layer on value-added services and providing technology integrations for our customers on top of the Exabeam Security Management Platform.

Exabeam is dedicated to the success of our ASDPs. As such, we strive to provide them with access to the best resources and training material to enable successful customer engagements. Part of this effort involves measuring our program's success through regular business reviews with our ASDPs and conducting C-SAT surveys with our customers following every deployment.

Why Become an Authorized Service Delivery Partner?

INCREASED BUSINESS & REFERRALS

- ASDPs get preferred access to Exabeam service engagement referrals. ASDPs not only get the opportunity to fulfil on such referral business, but they can layer on their own value-added services to each engagement to build out increased business bookings.

INCREASED VISIBILITY

- ASDPs gain insight into Exabeam's business—including internal documents, roadmaps, planning, and customer base—upon which a strong partnership can be built.

ENHANCED GUIDANCE AND SUPPORT

- Exabeam's ASDP program provides member organizations with increased access to our team of professional services (PS) architects who are maniacally focused on making all Exabeam deployments successful.

PROGRAM BENEFITS

Exabeam partners are entitled to the following benefits upon enrolling in the ASDP program:

- Formal training on Exabeam products, complete with a certification program
- Access to the ASDP portal for:
 - Enablement material
 - Best practice deployment guides
 - Monthly partner enablement webinars and workshops
 - Insider roadmap access (including, but not limited to, marketing, product updates, PS updates, etc.)
 - Marketing material
- Enrollment in the Exabeam Not For Resale (NFR) license program
- No restriction on value-added services (sold on top of, or in addition to, Exabeam-related services)
- Designated Exabeam point-of-contact for business development and professional service delivery
- Business planning assistance
- Regular service delivery reviews with Exabeam staff
- Joint marketing opportunities, including participation in Exabeam user events, website designation, and analyst relations programs

REQUIREMENTS

ASDPs are expected to meet the following criteria:

- Contribution to the Exabeam community
- Maintain a dedicated professional services delivery practice
- Prior delivery experience of at least five (5) security- or SIEM-related professional services engagements within the last two years.
- The ability to provide two reference customers
- Must have a minimum of two Exabeam certified sales engineers (ECSE) on staff
- Completion of all new and revised Exabeam training courses within 12 months of their release

EXABEAM CERTIFICATIONS

Exabeam maintains the following certification programs for sales engineers. Partners need at least two staff certified on the following topics to qualify for Exabeam's ASDP program:

- Exabeam Certified Security Engineer (ECSE) – Advanced Analytics
- Exabeam Certified Security Engineer (ECSE) – Data Lake*
- Exabeam Certified Security Engineer (ECSE) – Incident Responder*

*Currently under development

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