

EXABEAM GLOBAL SERVICES 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 Global Services Partner (GSP) program. The program helps identify, train, and certify a select set of authorized partners who provide services delivery opportunities to our customers.

Partners are trusted consultants who help our customers quickly realize value from Exabeam products. The scope of partner engagements can range from helping customers with initial Exabeam software installation and configuration, to program building that guides customers in adopting and making Exabeam products operational in their environment. Partners 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 partners. 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 partners and conducting C-SAT surveys with our customers following deployments.

Why Become a Services Partner?

INCREASED BUSINESS & REFERRALS

- Partners get preferred access to Exabeam service engagement referrals. Partners 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

- Partners 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

- The 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 Services Partners are entitled to the following benefits upon enrolling in the GSP program:

BENEFIT	
Formal training on Exabeam products, complete with an accreditation program	✘
Access to the Exabeam GSP Community portal for: <ul style="list-style-type: none"> 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 services delivery enablement and methodology	✘
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

Partners are expected to meet the following criteria:

CRITERIA	
Contribution to the Exabeam GSP Community portal	X
Maintain a dedicated professional services delivery practice	X
Prior delivery experience of at least five (5) security- or SIEM-related professional services engagements within the last two (2) years.	X
The ability to provide two (2) reference customers	X
Must have a minimum of two (2) Exabeam accredited engineers on staff	X
Completion of all new and revised Exabeam training courses within 12 months of their release	X

*Note: Accreditation is dependent on partner resources attending and passing Exabeam’s Deployment Services Bootcamp

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