



Solution Brief

Program Guide

Grow Your Services Practice with the Leading Security Analytics and Automation Company

The Exabeam MSSP and MDR Partner Program

At Exabeam, we recognize that customers rely on your expertise to deliver world-class security solutions specifically designed to protect their unique business. We also know that vetting partnership opportunities with security vendors is a critical component of delivering those outcomes.

We've enhanced the Exabeam Partner Program, providing value, benefits, and guidance specifically for our global MSSP and MDR partners. Coupled with the power of the Exabeam Security Management Platform (SMP), our updated MSSP Program will empower managed service partners to expand their offerings when they host, manage, or resell Exabeam deployments for their customers.

In addition, our program and platform help lower the operational costs and increase the productivity of SOC analysts associated with providing detection and response capabilities, a benefit you pass on to your customers.



Why Exabeam?

Designed by SOC analysts for the benefit of SOC analysts, Exabeam provides a modern SIEM and security analytics platform that allows SOC analysts to collect log data, use behavioral analytics to detect attacks, and automate incident response.

Managed Security Service Providers (MSSPs) can leverage our modular platform to augment and enhance the capabilities of your current SIEM offering or leverage our modern SIEM that enables security teams to work smarter. Exabeam lowers the operational costs associated with providing

detection and response capabilities and increases the productivity of SOC analysts, giving them time back to focus on the most pressing security and compliance challenges. Flexible pricing models allow providers to accurately forecast costs of services and not be overwhelmed with data ingestion fees common with other SIEM platforms. Exabeam empowers our rapidly expanding network of MSSPs and MDR partners to detect attacks, automate incident response, and increase SOC productivity. MSSP and MDR partners can incorporate Exabeam in their managed security offering, host the Exabeam Security Management Platform in their SOC, or manage their customers' deployments of Exabeam, whether on-prem or in the cloud.

Exabeam SaaS Enterprise Bundles for MSSPs and MDRS

	Advanced Analytics	Threat Hunter	Data Lake	Case Manager	Incident Responder	Cloud Archive
Exabeam Security Management Platform	■	■	■	■	■	Available as add-on
Exabeam SIEM	■	■	■	■	■	Available as add-on
Exabeam Advanced Analytics	■	■	■	■	■	Available as add-on

Entity Analytics and Cloud Connectors Available for all Bundles



Exabeam SaaS Enterprise Bundles for MSSPs and MDRS



Advanced Analytics



Threat Hunter



Data Lake



Case Manager



Cloud Archive
Available as add-on

Entity Analytics and Cloud Connectors Available for all Bundles

*Case Manager and Incident Responder not available for under licenses 500 users

Program Benefits

Exabeam Managed Security Service Providers and Managed Detection and Response Partners are entitled to the following benefits upon enrolling in the MSSP Program:

Dedicated Exabeam Alliances Manager

Dedicated Exabeam Pre-Sales Technical Resource

Dedicated MSSP Pricing Models

Access to Exabeam Partner Portal

Access to Exabeam Community Portal*

Opportunity Registration Program

Services Registration Program

Channel Marketing Support

- Access to co-marketing funds
- Logo on Exabeam website
- Blog/Podcast/PR/Webinar opportunities*

Exabeam Reward Programs

Invitations to Spotlight, Exabeam's annual customer conference, partner summits*

Invitation to Exabeam Webinar Series

NFR Program (Discounted Lab Equip)

Ability To Sell All Exabeam Product Lines

Insider Roadmap Access (including, but not limited to, product updates, services updates, marketing, etc.)

Eligible for Exabeam Specializations*

- Referral Program
- Global Services Delivery Partner

Program Requirements

Partners are expected to fulfill the following criteria:

Executed Managed Services Agreement

PR or Social Media Announcement

**Credit Line with Exabeam Distributor
(Indirect Partner)**

Exabeam Sales Accreditation (2)

Exabeam Pre-sales Accreditation (2)

Exabeam Search Less Analyst Training

Exabeam Education Courses*

- SOC Analyst EDU-2100
- SOC Administrator EDU-4500
- Resale of Exabeam Services on Initial Deal

*Fees may apply for Exabeam Education courses

More information at customer.exabeamtraining.com

Quarterly Business Review

Quarterly Joint Marketing Review

**Display the Exabeam or Exabeam MSSP Logo on
Your Website**

**Press Release or Social Media Announcement
of Partnership**

Exabeam SOC Analysts (2)

Exabeam SOC Administrators (2)

About Exabeam

Exabeam helps security teams outsmart the odds by adding intelligence to their existing security tools – including SIEMs, XDRs, cloud data lakes, and hundreds of other business and security products. Out-of-the-box use case coverage repeatedly delivers successful outcomes. Behavioral analytics allows security teams to detect compromised and malicious users that

were previously difficult, or impossible, to find. Automation helps overcome staff shortages by minimizing false positives and dramatically reducing the time it takes to detect, triage, investigate and respond. For more information, visit www.exabeam.com.



To learn more about how Exabeam can help you visit exabeam.com today.