

# PARTNER PROGRAM



INCREASE REVENUE OPPORTUNITIES

DRIVE CUSTOMER ENGAGEMENT

UP-LEVEL CYBER READINESS



## SECURE WITH CONFIDENCE.

### Why partner with SimSpace?

Security professionals are managing increasingly complex digital ecosystems, and it's not getting any easier for them to tune their tech stacks, keep pace with emerging threats and demonstrate compliance with evolving regulations.

Whether you use our range to fill out your own training programs, or to up-level your security offerings for your customers, SimSpace delivers the most comprehensive cybersecurity ecosystem to validate and instill confidence in security talent and technology. With SimSpace, security teams and operational environments are battle-tested, available and optimally tuned to defend against advanced adversaries.

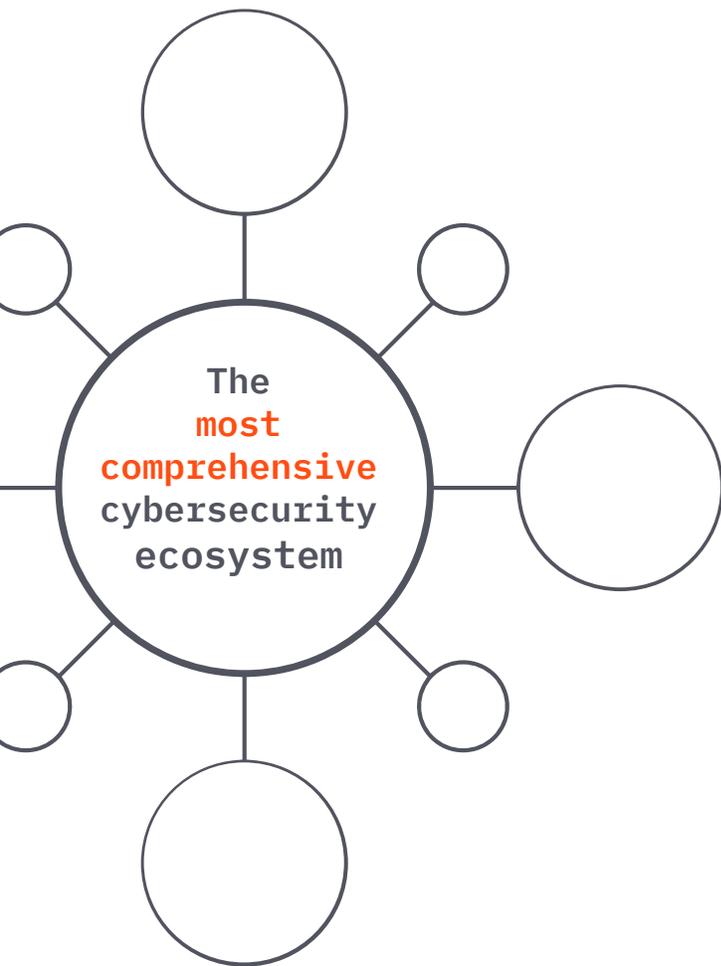
### Stand above the competition

Boost your training program or cybersecurity offering with the most advanced open cyber range platform on the market. SimSpace partners with a wide variety of cybersecurity organizations and technology providers, including:

- Breach and attack simulation
- Training institutes
- Threat intelligence
- Incident response
- Endpoint security
- Network security
- Security information and event management
- Security orchestration, automation and response

# prove value





## Partner with confidence

### Technology and alliance partners

Show customers and prospects how your solutions function in production by performing demos and LFE's on our high-fidelity range.

Test product integrations with open source and commercial product to ensure the effectiveness of your solutions.

Expand your services and increase deal size by adding the most realistic cyber range on the market.

Drive revenue with our flexible, pay-as-you-go business model and revenue sharing opportunities.

Incorporate training content, best practices and configurations on our industry-leading range.

Improve the cybersecurity posture of your customers' ecosystems.

Demonstrate key capabilities and efficiencies of your platform and solutions.

### Range partners

Supplement your existing curriculum with realistic, hands-on cyber crisis training and live-action scenarios.

Reduce setup burden on instructors with our streamlined range-building capabilities, automated attack scenarios and advanced user-emulation functionality.

Assess team readiness with after-action reports that provide key performance metrics and analytics.

# retain customers



### Managed security service providers (MSSPs)

**Assess team competency** against insider threats, APTS, zero-days and more.

**Improve your clients' cybersecurity posture** by optimizing and scaling their operations.

**Drive cyber readiness** through MSSP simulations and CDX.

**Harness the power** of SimSpace to provide your customers with a new and differentiated cybersecurity offering.

### Resellers

**De-risk transformation** cyber projects through high-fidelity range testing.

**Accelerate your customers' adoption** of cyber solutions via quick and efficient onboarding.

**Up-Level SOC team readiness** and build lasting relationships with your customers.

### Systems integrators and consultants

**Build trust with business and security leaders** by demonstrating the efficacy of your cybersecurity offerings.

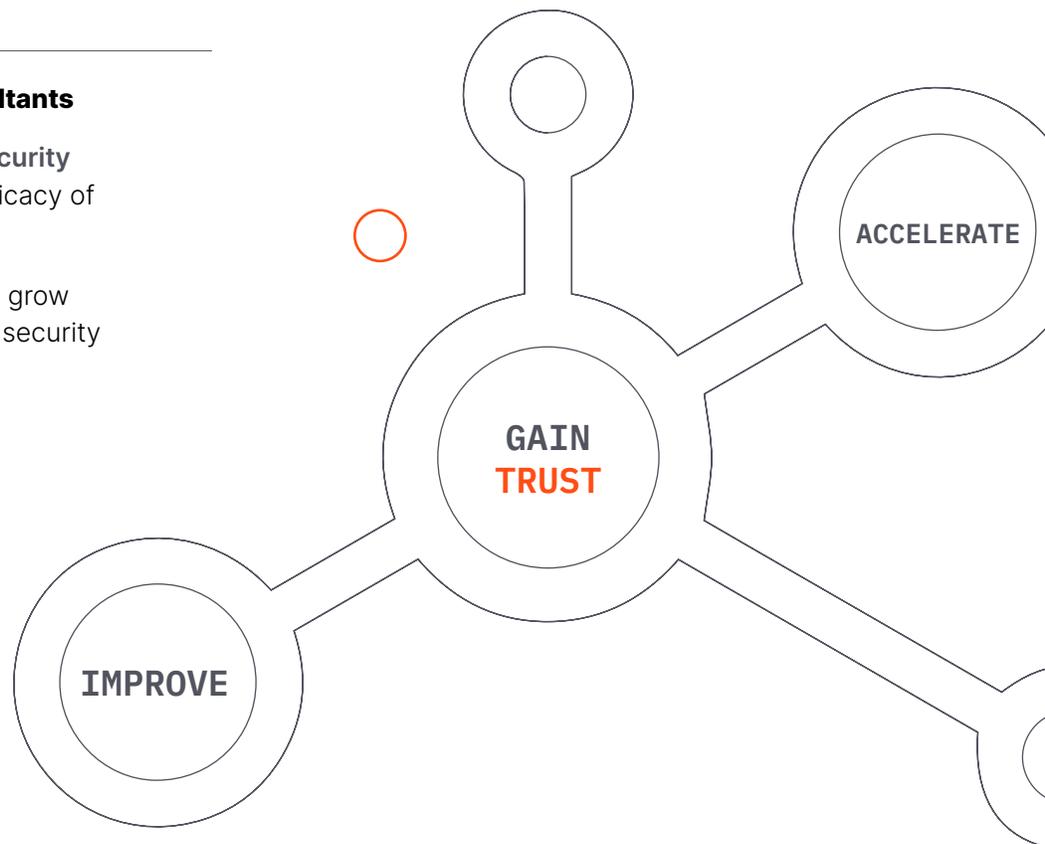
**Utilize SimSpace's live ranges** to grow engagement deals and maximize security assessments and readiness.

### Industry associations

**SimSpace partners with the leading industry associations** and organizations (i.e. MITRE ATT&CK, NIST, CMMC, ISC2, SANS Institute, ISACS and ISSA) to align solutions with industry-standard frameworks, so your customers can manage certifications and ensure compliance.

#### **Did you know?**

*Your customers can earn CPE credits by completing training courses on our cyber range platform, or by attending SimSpace virtual events.*





## SimSpace Partner Program

Whether you're a technology or channel partner, managed security service provider, systems integrator, or a cybersecurity association, SimSpace offers multiple partnership tiers to best suit your business model:

- Joint revenue and margin programs
- Joint marketing, access to leads and MDF
- White-glove integration services
- Partner success manager and support services
- Open high-fidelity Hybrid Cyber Range (as a service, on-prem or cloud)
- Attractive exclusive deal registration incentives for resellers

## Partner **white-glove** integration services

SimSpace ensures our partner integrations are bespoke and customized to your specific testing environments. Each step of your integration journey is meticulously crafted to ensure successful joint solutions and outcomes.

### Joint planning

Define your business model, customer objectives, timeline and metrics.



### Operationalizing

Develop an operational model, configuration settings, reporting, metrics and analytics.



### Partner validation

Validate integrations, operations, reporting, data and analytics.



### Deployment

Includes OEM, co-branded, PAYG and other models.



### Customer engagement

Conduct joint deployment with partner success services.

## SimSpace platform **integrations**

	Training	Products	Modes	Models
<b>Content</b>	Courses Curriculum Certifications Compliances	Applications SaaS/cloud Appliances Infrastructure	Attacks Defense End users Malware	IT ICS/OT/IOT Test labs Telco
<b>Templates</b>	Pre-built Custom	Pre-built Custom	Pre-built Custom	Pre-built Custom
<b>Metrics</b>	Individuals Teams	Product category Security stacks	Product category Security stacks	Product category Security stacks
<b>Configuration</b>	Vendor Customer	Vendor Customer	Vendor Customer	Vendor Customer
<b>Standards &amp; compliance</b>	Vendor certs SANs ISC2	MITRE NIST CMMC SOC2		MITRE NIST
<b>Analytics &amp; ML data set</b>	Yes	Yes	Yes	Yes



## Why SimSpace?

SimSpace helps you uplevel your security posture and team competency, so you can defend against evolving cyber threats with confidence. Our exclusive cyber range provides an unparalleled platform for security assessments, product evaluation, real-world attack simulations, and extensive individual and team readiness training. With SimSpace, you'll be able to meet operational goals, drive revenue growth, and stay competitive and compliant.



▶ World's most advanced cyber range	▶ Trusted by 5 of the Top 10 US banks	▶ Chosen by the US Cyber Command
▶ 40% reduction in configuration related breaches	▶ 45% improvement in attack defense	▶ 48% improvement in time to detect attacks

Be the tip of the spear! Join the SimSpace Partner Program.

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