

DIGITAL DEFENSE PARTNER PROGRAM

Overview

Tired of walking into the same deals with the same products and services as everyone else? By participating in the Digital Defense, Inc. (DDI) Partner Program, you will join an elite group selling into the fast-growing security market.

DDI understands that no single company, regardless of size, can be “best of breed” at everything needed in IT today. The demands for unique products and services are just too complex, and the potential solutions too many. However, experienced partners can meet customer needs through the selection of the best available products, and then delivering the necessary services for complete business solutions.

DDI is a focused information security and risk management services provider. The goal of the Digital Defense Partner Program is to enable you to successfully achieve unprecedented growth and profit by delivering superior security solutions to your customers.

Digital Defense connects you to the resources needed to develop your expertise, grow your business, increase customer satisfaction and maximize your profitability. DDI has combined the power of our proprietary information security and risk assessment platforms with our well-credentialed security analyst team to serve our 1,200+ clients.

Our SaaS model of delivery allows you to automate and standardize your security assessment service functions. When you leverage these solutions, you have the strength and integrity of Digital Defense behind you to generate new revenue streams and benefit your customers and prospects.

OUR PARTNER SERVICE OFFERINGS

Digital Defense enables partners to offer assessment services to clients in support of their corporate compliance and information security program initiatives in an affordable manner. Currently, our most popular services include:

- Vulnerability scanning and lifecycle management
- Penetration testing, wireless audits, and social engineering
- Information security risk assessments and security policy sets
- Security awareness training for employees and online patrons

Using our security and risk assessment platforms, our partners can provide many of these services to their customers in an on-demand, scheduled, or managed service basis.

DDI SOLUTION ADVANTAGES

In addition to a certified, seasoned security analyst team, Digital Defense employs software developers and vulnerability researchers to ensure that we provide our Channel Partners with the support you require.

Platform capabilities that provide clear competitive advantages for our Channel Partners include:

- Our SSL-enabled Frontline™ service portal that can be made available to your customers
- An integrated, robust workflow management tool to easily manage and track the vulnerability remediation process as it is conducted by the customer or your team
- Integrated, automated and standardized reporting deliverables on all services

Our investment in vulnerability research helps to ensure that our partner IT staff can confidently provide effective information security solutions to your customers.

We work to extend the knowledge and experience of our security analysts, software developers, and vulnerability researchers to our partners' staff (and ultimately your customers), through our offerings.

PARTNER BENEFITS

DDI's proprietary toolset enables IT resellers, integrators and managed solution providers to:

- Participate in the high growth information security services arena with quick time-to-market
- Create cross-selling opportunities for other hardware, software, and services in your portfolio
- Fill a gap in your solution portfolio with one-time and recurring revenue service offerings

If you already have a security practice, DDI can help:

- Enhance consulting efficiency and complement your security consultancy and service offerings
- Improve speed and consistency of deliverables
- Maximize margins and provide additional service offerings

The DDI Partner Program is the perfect fit for Channel Partners looking for new, profitable revenue streams.

DDI PARTNER SUPPORT

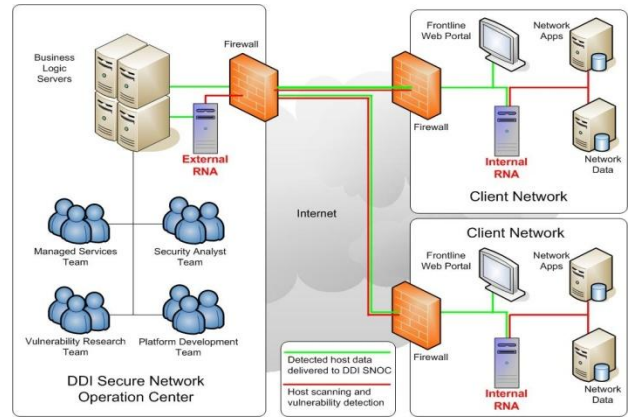
As a DDI Partner, you will receive the following:

- Comprehensive collection of service data sheets
- Sales presentations
- Training and sales support from the DDI Channel Sales organization
- Full access to our Partner Portal and other selling tools

TECHNOLOGY

Our delivery platform is the FSP (Frontline Solutions Platform). You and your customers access the FSP platform via Frontline, our secure service portal.

The FSP assessment engine resides on a device that we call the Reconnaissance Network Appliance (RNA). The RNA scans the client's network and identifies vulnerabilities on the devices it discovers. The RNA employs a variety of proprietary scanning techniques to survey each client's existing network security posture. These scans proactively test for known vulnerabilities and the existence of best practice security configurations.



SERVICE SAMPLING

Network Security

- Automated Vulnerability Scanning
- Vulnerability Lifecycle Management
- Vulnerability Lifecycle Management - Pro
- Penetration Testing
- Web Application Penetration Testing
- Network Security Architecture Review

Compliance

- OCTAVE™ Based Risk Assessments
- PCI Scanning
- Website Compliance Audits

Consulting

- Social Engineering (Onsite and Remote)
- Physical Security Site Review
- Anti-Phishing
- Wireless Audits

Security Education

- Network Security Awareness Training
 - Staff
- Training, Education and Awareness Module (TEAM)
 - Online Patrons

GEOGRAPHIC AVAILABILITY

This service is globally available.

PARTNER PREREQUISITES

- Currently selling Security Services
- Mutual Non-disclosure Agreement

To learn more about our Partner Program, e-mail us at partners@ddifrontline.com