

THE IDEAL EXABEAM PARTNER?

SIZE OF PARTNER

- Has a core customer base of organisations with at least 250 employees
 - ▶ Exabeam scales with the largest enterprise organisations
- Security boutique partner focused on core vendors only
 - ▶ Ideally an established SOC/MDR/MSSP Provider
 - ▶ Has an existing managed service customer base

PARTNER IS INTERESTED IN DISRUPTIVE AND INNOVATIVE TECHNOLOGIES

- Has a history of selling modern, disruptive technologies successfully
- Has a track record of selling large/complex technology deals
- Has a solid Cloud First customer base

UNHAPPY WITH CURRENT SIEM ON PORTFOLIO

- Want to replace their existing SIEM with a modern tech
 - ▶ For new business
 - ▶ Replace existing customers' SIEM
 - ▶ Augment (run along-side) old tech

COMPLEMENT THEIR EXISTING SIEM (SPLUNK / QRADAR COMMONLY)

- Partner has a large SIEM install base with customers
- Needs to provide customers with functionality and threat detection legacy SIEM lacks



TECHNOLOGY ALLIANCE PARTNERS

- Have large install base of:
 - ▶ CrowdStrike
 - ▶ SentinelOne
 - ▶ Okta
 - ▶ CyberArk
 - ▶ Proofpoint
 - ▶ Palo Alto Networks
 - ▶ Netskope