

IronNet Partner Select Program

The Mission Continues

Upon leaving his role as Director of NSA and Commander of U.S. Cyber Command, GEN (Ret.) Alexander realized that our nation is unable to defend itself in cyberspace because we cannot see the attacks in time. How can companies, sectors, and nation-states be protected when cybersecurity continues to be a battle fought alone? GEN (Ret.) Alexander knew we had to work together toward a common, collective defense to withstand new and constantly evolving cyber threats.

GEN (Ret.) Alexander's mission—to protect and defend the U.S. and its allies from cyber threats—continues with IronNet and its partners. The IronNet Partner Select Program was developed to go to market with select partners to expand and execute our mission for the security industry by providing collective defense to our ecosystem.



Why Partner with IronNet?

IronNet is the leader in real-time threat sharing and collaboration and the industry's first to bring a collective defense strategy to market. The Partner Select Program is an exclusive program built for channel partners by the top security leaders in the world. The IronNet platform is designed to offer partners an opportunity to accelerate service growth and value for their customers. The goal is to create a mutually beneficial program that is flexible, simple, and highly profitable. Select members will receive valuable benefits to support the success of our partner community.

HIGH GROWTH POTENTIAL

Capture your piece of the total addressable market and gain a first mover advantage, such as recurring revenue from the subscription model by offering IronDefense as a service.

STRONG LEADERSHIP

Leadership doesn't end with GEN (Ret.) Alexander. Top cybersecurity experts with extensive public and private sector experience are found throughout IronNet's ranks.

A UNIQUE DIFFERENTIATOR

Our Collective Defense solution is something no one else on the market today can provide. Offering this unique service can give your organization a competitive advantage and help you gain new customers in the marketplace.

NEW SERVICES OFFERINGS

Gain new revenue streams by teaming up with IronNet for professional services offerings, implementation, advanced security operations center (SOC) hunt services, and IronNet as a service.

WORK WITH CUTTING-EDGE TECHNOLOGY

IronDefense and IronDome were built by security leaders for security leaders. Our products are behavioral-based, not signature-based, to detect threats that matter.

ENHANCE YOUR SOC OPERATORS

Your SOC team will improve productivity and gain efficiencies using our expert hunt platform. Customers have seen as much as 0.5 FTE savings by using our tools, freeing up their SOCs to offer more services faster.

WORLD-CLASS TRAINING

Your SOC team can learn specialized tradecraft knowledge and skills from our Cyber Operations Center (CyOC) and other highly trained former NSA personnel. These skills will enable your tier one analyst team to be more productive and function at a higher tier.

CUSTOMER SUCCESS TEAM

We partner with you every step of the way, from your first engagement up to a full IronDefense and IronDome deployment. Others may sell with you and leave, but our team is there to ensure our partners are successful.

Program Framework and Benefits

Flexible, Simple, and Profitable

The IronNet Partner Select Program is rich with benefits and offers a structure to earn multiple revenue streams from professional services to implementation services to hunt services. The managed security services provider (MSSP) track allows partners to add on IronNet as a service, which is ideal for partners who already have a SIEM (security information and event management) or SOAR (security operations, automation, and response) partnership. Rewards and market development funds (MDF) are proposal-based and discussed in the required business planning sessions. Custom business plans are a unique differentiator and allow both teams to be flexible and customize the partnership instead of implementing blanket requirements for all companies regardless of size or geographic location.

A *one tier program* structure with *specialty tracks*, as shown below, allows partners the *ability to customize*.

Program Benefits	Program Tracks	
	Partner Select	MSSP
Deal Registration/Teaming	Yes	Yes
Volume Band Pricing	—	Yes
Dedicated Channel Team	Yes	Yes
Partner Enablement	Pre-Sales, Technical	Pre-Sales, Technical, and Advanced Hunting
Demo Access/Proof-of-Value	Yes	Yes
NFR Gear, EBC Labs	At cost	At cost
Market Development Funds	Proposal based	Proposal based
Joint Campaigns	Yes	Yes
Sales Tools	Yes	Yes
Customer Success	Yes	Yes + CyOC Support
Professional Services	Yes	Yes
Advanced SOC Hunt Services	—	Yes
Custom Business Planning	Required	Required

Partners have the option to select one track or participate in both.

For more information, visit IronNet.com/about/partners/ or email us directly at PartnerSelect@IronNet.com.

