Partner Program

The XM Cyber Pathfinder Partner Program
XM Cyber Pathfinder

Your company plays a critical role in helping customers build and maintain a strong cyber security program. The next generation of security requires adding a continuous analysis of every potential attack path while providing additional contextual information to alerts and incident reports. The goal is to fully optimize existing security controls while prioritizing IT and SecOps teams to remediate based on risk factors.

The XM Cyber Attack-Centric Exposure Prioritization Platform delivers continuous attack simulation, full remediation advice, and risk analysis based on discoverable attack paths and criticality of business-sensitive assets.

By eliminating 99% of the risk to the crown jewels of your customer, you can focus your efforts on the 1% of exposures that really matter.

Now is the time to join the XM Cyber ecosystem of select partners. We’ve recently expanded our integration to include the leading XDR, SOAR and Cloud providers, so we easily complement your current go-to-market offerings.

Once we complete the onboarding process, your account team works with you to develop short- and long-term goals focusing on customer happiness, sales team effectiveness and revenue development. Their expertise in the security industry and channel success has already driven a global expansion of XM Cyber through the channel.

To become an authorized partner, visit xmcyber.com/partners.

Three Key Reasons to Add XM Cyber to Your Portfolio of Offerings:

1. Increase your revenues. XM Cyber gives you multiple ways to engage your customers, gain new ones, and build revenues via sales and service offerings.

2. Gain a strategic advantage. By adding context to your existing flow of alerts and incidents, you become more operationally efficient and provide a stronger overall solution for your customers.

3. Widen your portfolio. Now you can add the latest in smart security offerings and get a competitive edge that complements and integrates with your entire ecosystem.
Gain the XM Cyber Advantage

**Investment Protection** - XM Cyber provides an easy online deal registration opportunity through our partner portal to give you solid investment protection.

**Comprehensive Training** - Virtual sales enablement training is provided for partners at no additional cost, as well as a comprehensive video library.

**Dedicated Channel Team** - Each partner is assigned an account manager and sales engineer to ensure success. An account manager works with partners to ensure success.

**Flexible Partnership Options** - XM Cyber has four distinct partner program options designed to meet every partner’s business requirements. Ask us for details on Referral, Reseller, MSSP and Global System Integrator programs.

**Extensive MSSP Option** - MSSP Partners also have the flexibility to participate as a Reseller, Solution Provider, or an MSSP.

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**Deal Registration**

Lock in your customers and gain additional discounts.

**Partner Portal**

All things XM Cyber in one place to make it easy to do business with us.

**Tiered Accounting**

The more you grow, the more you earn!

**Training & Tools**

Let us ramp up your team and give them full access to our online customer demo.

**Pricing Promotions**

Stay motivated and involved with XM Cyber through regular promotions and pricing incentives.

**Joint Account Planning**

We will work with your sales teams to identify strategic accounts and joint sales plan.

**Online Demos**

Qualified resellers can access our online demo cloud for quick-insightful meetings with your customers.

**Marketing Support**

Let’s combine content to create compelling stories for our customers.

**Differentiation**

Let XM Cyber help create differentiation in your marketplace.
XM Cyber is the global leader in Attack-Centric Exposure Prioritization, which is also known as Risk-Based Vulnerability Management (RBVM). The XM Cyber platform enables companies to rapidly respond to cyber risks affecting their business-sensitive systems by continuously finding new exposures, including exploitable vulnerabilities and credentials, misconfigurations, and user activities.

XM Cyber constantly simulates and prioritizes the attack paths putting mission-critical systems at risk, providing context-sensitive remediation options. XM Cyber helps to eliminate 99% of the risk by allowing IT and Security Operations to focus on the 1% of the exposures before they get exploited to breach the organization’s “crown jewels” – its critical assets.

XM Cyber was founded by top executives from the Israeli cyber intelligence community and has offices in North America, Europe, and Israel.

Why Partner with XM Cyber
Increase Your Revenues

Partner Program Matrix

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<th>Distributor</th>
<th>Resale</th>
<th>MSSP</th>
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<td>Contract</td>
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<td>GOLD - Annual Revenue</td>
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<td>(Net to XM) up to $500k</td>
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<td>DIAMOND - Annual</td>
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<td>Minimum Revenue</td>
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<td>Commitment</td>
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| Consumption Pricing    |             |                    |                 |
| for MSSP               |             |                    | Y – Only for a |
|                       |             |                    | Shared MSSP     |

XM Cyber SE & Channel Sales
Y
Online Product Training
Y
Partner Portal
Y
Deal Registration/Protection
Y
Renewals
Y
Marketing Funds
Y

Consulting Services
- Risk Assessments
- Cloud Hygiene
- Due Diligence
- Adversarial Simulation
- Digital Forensics
- Incident Response
- Pen Testing
- One-Time, 30 Day License

Managed Services
- MSSP
- MDR
- XDR
- Red Teaming
- Monthly Service Billing

Licensed Sales
- Breach and Attack
- Prioritized Vulnerability Management
- Annual License

Integrations
- Crowdstrike
- Cylance
- Microsoft Defender
- Palo Alto Networks
- Included in License

Apply and Let’s Align our Business Strategies
The key to a great business partnership is making sure everyone is focused on achieving the same goals. We take pride in our partner selection process and spend the extra effort working with new partners to guarantee mutual success. Click here to start the application process.