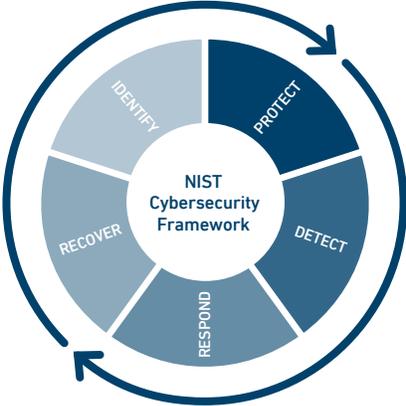


# ARMOR PARTNER SERVICES

## ACCELERATING GROWTH OF YOUR CYBERSECURITY BUSINESS

Armor provides our Managed Service Provider (MSP) partners the opportunity to accelerate growth by leveraging our complementary Partner Services. At no additional cost, Armor empowers you with our turnkey, multi-tenant cybersecurity platform, dedicated expert support, and resources to effectively demonstrate security value to your end customers. Our measure for success is rapidly increasing your monthly recurring revenue.

## AVAILABLE SERVICES

	Visualizations & Dashboards		Tool Migration & Adoption	
	Data Insights & Analysis		Cybersecurity Maturity Review	
	Cybersecurity GTM Workshop		Integration API Support	
	Cybersecurity Analysis & Insights		Integration Scripting Support	

## SERVICE DESCRIPTIONS

### EDUCATIONAL



#### VISUALIZATIONS & DASHBOARDS

We collaborate with MSP partners to create advanced, custom-built visualizations and dashboards that are needed to drive your business forward and convey ongoing security value to your end customers.



#### DATA INSIGHTS & ANALYSIS

This service ensures MSP partners are equipped to collect, process, and analyze customer data to produce actionable intelligence. Data Insights & Analysis empowers data-driven decision-making.



#### CYBERSECURITY GO-TO-MARKET WORKSHOP

Designed to accelerate the growth of your cybersecurity practice through an effective, scalable, and efficient approach, GTM workshop topics can vary widely. Examples include assessing your business's existing security capabilities to identify areas for improvement, devising a plan for bundling your Armor products with other core offerings, and strategizing for overall business growth.



#### CYBERSECURITY ANALYSIS & INSIGHTS

This service helps MSP partners maintain and strengthen a trusted advisor relationship with end customers through education on the latest cyberthreats, trends, and more.

### ASSESSMENTS



#### SECURITY & COMPLIANCE ASSESSMENT

This service delivers a quick baseline assessment of an organization's overall cybersecurity and compliance posture. The review provides a picture of your organization's existing approach for "People, Process and Technology," how mature it should be to combat threats that are facing your organization and, finally, a clear path for navigating to the desired state. This Armor service can be leveraged for your MSP business and as a prospecting tool for new customer engagement.



#### TOOL MIGRATION & ADOPTION

For existing tools used by an MSP partner, Armor provides support for completing a gap analysis, migration, and deployment of cybersecurity services across an entire portfolio.

### TECHNICAL



#### INTEGRATION API SUPPORT

Armor provides support for integrating Armor services into existing management toolsets to protect your operational investments.



#### INTEGRATION SCRIPTING SUPPORT

This service provides support for developing automated deployment scripting that can be aligned to how your business delivers existing services today.

To learn more about Armor Partner Services, connect with your Channel Account Manager.

#### ARMOR.COM

Armor is a global cybersecurity company. We make cybersecurity and compliance simple, achievable, and manageable for managed service providers and their customers across endpoint, network, server, and cloud environments. We provide unparalleled insight into threats and help you respond quickly and effectively.

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