

Partner Program Guide



Security Powered by Understanding

Why Armorblox?

Armorblox provides the world's first context-aware, adaptive information security platform that can analyze and reason about textual data in organizations, across communications platforms. Using Natural Language Understanding, deep learning, analytics, automation, and distributed remediation, Armorblox can protect organizations from internal and external threats across multiple communication channels at scale.

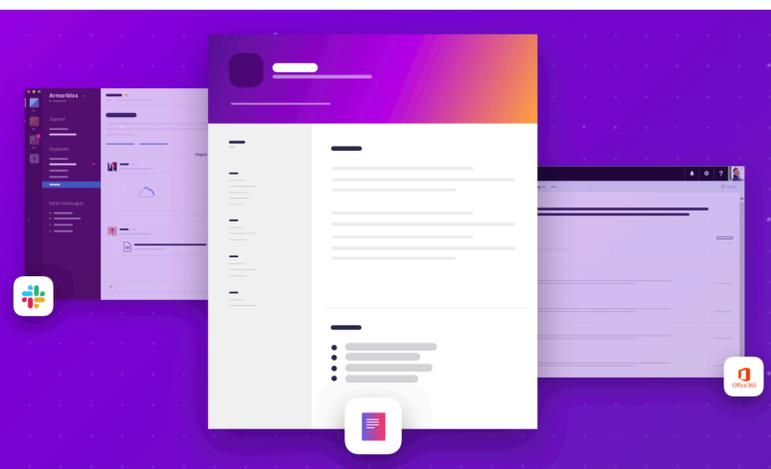
Armorblox Partner Program

The Armorblox Partner Program helps value-added resellers (VARs), value-added distributors (VADs) and managed security services providers (MSSPs) bring the groundbreaking Armorblox Natural Language Understanding (NLU) platform to its customers.

The Armorblox Partner Program is built around three key pillars:

- a game changing product that will help you defend organizations of all sizes against emerging threats
- a world-class team that will work alongside you to ensure customer success
- preferred pricing through deal registration and partnership tiers

Together, these ensure that your investment in the relationship is rewarded with growing recurring revenue and attractive profit margins.



93% of all breaches involve phishing

- Verizon 2019 Data Breach Report



Partner Program Tiers

Use Cases

Email Security

Stop inbound threats, business email compromise, and spear phishing.

Data Loss Prevention

Prevent accidental data disclosure across emails and cloud sharing platforms.

Compliance

Comply with regulatory requirements (GDPR, CCPA etc.)

Armorblox reduces financial and compliance risk to organizations from social engineering

Armorblox offers multiple tiers of partnership for VARs and VADs, providing support, training, and preferred pricing to channel partners, while working alongside them to ensure customer success.

Preferred Partners

Preferred partners demonstrate a level of expertise and commitment to Armorblox, evidenced by ongoing pipeline and opportunity creation, product knowledge, sales and SE certifications, and revenue thresholds within the first year. All new partners start the program at this level.

Premier Partners

Premier partners demonstrate a high level of expertise, commitment, and collaboration with Armorblox, evidenced by higher revenue and certification thresholds. Benefits include access to a higher tier of incentives as well as the opportunity to influence go to market plans and participate in the Partner Advisory Board.

Managed Security Service Providers (MSSP)

Armorblox offers a tailored program for Managed Security Service Providers (MSSP) designed to support the variability and flexibility required by your business model. The Armorblox NLU Platform simplifies detection and analysis workflows, helping you build a predictable and recurring revenue stream while defending your customers against emerging threats.

\$12b lost in business email compromise attacks over the last five years

- FBI IC3 Report 2019

Interested in becoming an Armorblox partner?
Apply now at <https://www.armoblox.com/partner-signup/>

Contact Us

@armorblox
www.armoblox.com
info@armorblox.com

+1.408.475.8713

About Armorblox

Armorblox has built the world's first natural language understanding platform, providing a new way to intelligently detect, alert and protect against identity-related attacks and data loss. Enterprises use Armorblox to automatically create and adapt policies, continuously measure risk exposure, and reduce alert fatigue. Founded in 2017, Armorblox is headquartered in Cupertino, CA and backed by General Catalyst.