



# Our Partner Program

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The global cybersecurity market is set to grow from its current market value of more than \$120 billion to over \$300 billion by 2024, according to a new research report by Global Market Insights.

Now is a great time to partner with SilverSky, as a premier global defense company we help nations, governments and businesses around the world defend themselves against cybercrime, reduce risk in the connected world, comply with regulation and transform their operations. Whether your company is a reseller, distributor, systems integrator or managed security services provider, you'll find our portfolio of offerings which includes Managed Security Services, Managed Detection and Response, Email Protection Services, Cloud Email and Collaboration and Compliance and Risk Services will complement and extend your value to your customers and prospects.

At SilverSky, we are committed to finding partners who are ready to capitalize on the potential of the market in front of us. We want to work with organizations like yours that see the same opportunities and share our drive to help clients protect their business, no matter the threat.

As a SilverSky partner, you will have access to sales and technical resources, marketing collateral, training materials, and protected deal registration through our online portal allowing you and your team to develop competence and specialization in our offerings. In addition to our online portal support, we provide all our partners with a dedicated Channel Account Manager to help build business plans tailored for success.

# \$124B

SECURITY SOLUTIONS SPENDING

The average expenditure on cybercrime has increased significantly. In 2019, the average spending by organizations on security solutions is set to increase by over 8% to nearly \$124 billion. This rise in budgetary allocations in security solutions is driving the growth of the market.

## Why Partner with **SilverSky**?

SilverSky is focused on how, collectively, we can solve customer problems, increase satisfaction in existing clients and determine new market trends for potential clients. We see our partners as an important part of this mission moving forward. Together, we can help our customers:

- Reduce costs and complexity
- Reduce risk
- Reduce the compliance burden
- Detect, monitor and remediate cyber attacks

SilverSky has a long history of driving successful innovation in complex integrated systems. We have helped to defend nations and businesses for more than 20 years. As the nature of the threats has extended to cyberspace, so has our portfolio of technology products and solutions to the commercial space.



### SilverSky Channel Support Teams

Assigned Channel Account Manager  
Pre-Sales Engineering Support Services  
Joint Business Plan



### Partner Enablement

Partner Portal Access  
Deal Registration  
Sales Training and Accreditation  
Technical Training and Accreditation  
Sales Tools and Competitive Information  
Newsletters and Communications  
Cyber Threat Bulletin Subscription



### Marketing

Co-Marketing Support  
Use of SilverSky Logo  
Pricing Discounts and Promotions  
Listed on SilverSky Partners' webpage

# 97%

**CUSTOMERS AGREE**

SilverSky is committed to the needs of small and mid-sized businesses in both regulated and non-regulated industries. We have built trusted, long-standing relationships with our customers and over 97% say they would recommend us to other organizations.

## Our Products

SilverSky has a comprehensive, integrative suite of technology and services that bring clarity to your cybersecurity. From Managed Security Services, Managed Detection and Response, Email Protection Services, Cloud Email and Collaboration and Compliance and Risk Services, SilverSky allows you to understand, detect and effectively respond to threats, reduce business risk and improve the return on your security investment. We combine advanced technology with leading cybersecurity experts to defend commercial organizations of any size.

To learn more about our products, visit the SilverSky website.



**Managed Security Services**



**Compliance & Risk Services**



**Email Protection Services**



**Managed Detection & Response**



**Cloud Email & Collaboration**



## Trusted Cybersecurity for an Uncertain World.

**SilverSky** offers a comprehensive suite of products and services that deliver unprecedented simplicity and expertise for compliance and cybersecurity programs.

We partner with thousands of small and medium-sized businesses to deliver Managed Security Services, Managed Detection and Response, Email Protection Services, Cloud Email and Collaboration, and Compliance and Risk Services to support their technology, compliance and security needs.

By tirelessly safeguarding your most important data and the complete surface area of your IT infrastructure, **SilverSky** enables growth-minded organizations to pursue their business ambitions without security or compliance worries.



[www.silversky.com](http://www.silversky.com)

Contact Details: US: 1-800-234-2175 | E: [learn@silversky.com](mailto:learn@silversky.com)

SilverSky, 4813 Emperor Boulevard, Suite 200

Durham, North Carolina 27703

[linkedin.com/company/silversky](https://www.linkedin.com/company/silversky) | [twitter.com/SilverSky](https://twitter.com/SilverSky)

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