



ElevenPaths  
**PARTNERS\_**

SECURITY SOLUTIONS  
**PARTNER PROGRAM\_**





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## SECURITY SOLUTIONS **PARTNER PROGRAM\_**

### Together we create a safer digital world

In an environment where cyber threats keep increasing and turning Cybersecurity in one of the main concerns of both companies and users, at ElevenPaths we believe in the idea that "together we are stronger".

The ElevenPaths partners program is designed to help organizations to achieve digital transformation in a secure way.

#### Want to find out more?

If you want to join the ElevenPaths Partner Program, please fill in the following registration form and we will contact you to let you know how ElevenPaths and your company can together create a safer digital world.

[partners.elevenpaths.com](https://partners.elevenpaths.com)

#### What we offer

- A programmatic framework of collaboration with all our global partners in Cybersecurity.
- Exclusive access to Cybersecurity innovations from ElevenPaths and our global partners.
- Integration of Cybersecurity technologies and services as complete solutions for organizations, companies and users around the world.

#### Who can be a partner of ElevenPaths?

Any organization and company expert in creating innovative Cybersecurity solutions.

According to the vocation of each partner in ElevenPaths we have created the best program with the following partner categories:

### **BETTER PRODUCTS**

For those partners with which we together build better Cybersecurity products and services.



Designed for start-ups or already established technology companies that integrate their technology to our products and/or services.



Designed for Cybersecurity R&D partners and those research and development centers that collaborate to complement and enhance our products and/or services.

### **MORE MARKETS**

For those partners with which together we bring Cybersecurity to new and different markets.



Designed for telecommunication companies that do not have an offer in B2B security or have a developing security portfolio.



Aimed at partners with custom-built solutions or integrations, companies that develop their own SW/HW/SaaS solutions (ISVs) that have integrated a product of ElevenPaths as part of some of their global-reach vertical solutions, and companies globally providing professional integration services to complement our products.

### **LEADERSHIP**

For those partners with which together we lead Cybersecurity global initiatives.



Aimed at strategic partners of the Global Cybersecurity market.

## BETTER PRODUCTS



Technology Partners: (ISVs Software and SaaS Services) of our solutions.

- Technology partners that we integrate into our products and/or services.
- They can be start-ups or consolidated companies.
- Their technologies are integrated into multiple products or services (they are not single-use only).

## SECURITY SOLUTIONS PARTNER PROGRAM\_

Technology Alliance Partners (TAP)

### Benefits

- Monitoring and satisfaction plan
- Training materials and test environments
- Global point of contact

### Requirements

- Visibility of agreements
- Availability for Reference
- MOU

## BETTER PRODUCTS



### R&D partners in cybersecurity.

- Research and development centers that collaborate to complement and enhance our products and/or services.

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### Research and Development Partners (RDP)

#### Benefits

- Technical support to SSP Partners
- Master collaborations and Training of trainers
- Brand use, limited centers ranking
- Research projects (Article 83, tenders)

#### Requirements

- MOU / Agreement, scope collaboration
- Practical validation / credits

## MORE MARKETS



Telcos distributing cybersecurity solutions and services.

- Telecommunications Companies in countries without local Telefonica partners (outside the tracks) that either do not have an offer in B2B security or they have a developing security portfolio.
- This also applies to wholesalers in the same situation with regard to the scope outside the tracks.

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### Telco Security Partners (TSP)

#### Benefits

- Global Product Group offers a third level technical support
- Access to Roadmap and product Betas
- Training materials and test environments
- Global Licensing Model

#### Requirements

- MOU signature or
- Outside the tracks Framework Agreement

## MORE MARKETS



Solutions  
& Services  
**PARTNER\_**

### Solutions or custom integrations Partners.

- Companies that develop their own SW/HW/SaaS solutions (ISVs) that have integrated a product of ElevenPaths as part of some of their global-reach vertical solutions.
- Companies globally providing professional integration services to complement our products.

## SECURITY SOLUTIONS PARTNER PROGRAM\_

### Solution & Services Partners (SSP)

#### Benefits

- Technical information at ISVs level (SDK and community)
- Global Product Group offers a third level technical support
- Access to Roadmap and product Betas
- Training materials and test environments
- Global Licensing Model
- Brand use, communication in RRSS and presence at events

#### Requirements

- Use Cases definition and scope of integrated products
- Publishable references
- MOU Agreement + business model + geographic scope
- Business monitoring and satisfaction plan

## LEADERSHIP



### Strategic Partners of the Global Cybersecurity market.

- Technology partners with bidirectional integration of technologies.
- Global presence and significant impact on global calculation of the income.

## SECURITY SOLUTIONS PARTNER PROGRAM\_

### Strategic Alliance Partners (SAP)

#### Benefits

- Global Product Group offers a third level technical support
- Access to Roadmap and product Betas
- Global Licensing Model
- Brand use, democenter, communication in RRSS and presence at events

#### Requirements

- Monitoring of agreements and their implementation
- Formal public reference
- MOU and Appointed Executive sponsor





## About ElevenPaths

At ElevenPaths we believe in the idea of challenging the current state of security, a feature that should always be present in technology. We continually rethink the relationship between security and people with the aim of creating innovative products that are capable of transforming the concept of security, so we are always one step ahead of our attackers, who are increasingly present in our digital life.

## More information

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

@ElevenPaths

[blog.elevenpaths.com](http://blog.elevenpaths.com)

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