

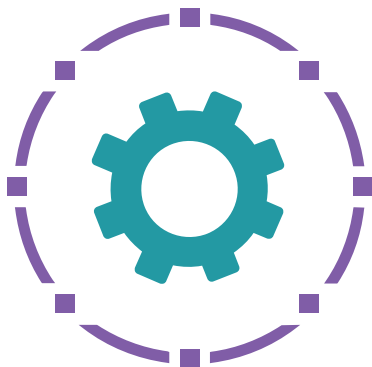


Partnership Service Overview



WHO IS IT FOR?

- Organisations looking to offer information security consultancy, auditing and assurance services to their customer base
- Organisations who support customers that require CREST & CHECK approved Penetration Testing services
- Organisations looking to provide assurance to customers that provided services are secure and appropriately tested by a qualified security testing specialist
- Organisations looking to build security testing and assurance offerings as a component of their offerings
- Organisations looking to work with an experienced consultancy with experience in supporting major information security frameworks and compliance standards such as Cyber Essentials, ISO27001, PCI DSS, NIST and many more!
- Organisations who are looking to improve their own information security and want to work consultatively with a partner rather than supplier to achieve this



HOW WE CAN WORK TOGETHER

- **Referral Partnerships** - The simplest route to market- you identify an opportunity for one of Secarma's services, introduce Secarma and we manage the rest.

Your Account Manager will work as an extension of your team to collaborate with you and your customer to understand their requirements, propose a solution and help to provide your customer with assurance that their needs and requirements are clearly understood.

With this approach you can choose to be as direct or as hands off as you wish allowing your sales team to specialise in focusing their time and efforts on core deliverables whilst exploring an additional revenue stream.

- **Strategic Partnership** - A more collaborative approach- this route to market allows you to re-sell Secarma's offerings directly to customers. To retain the management of a customer directly, or position Secarma as an independent agnostic security specialist and trusted partner of your organisation.

With this partnership model- your Account Manager will collaborate with you to design and develop collaborative marketing materials, agreed prospecting and marketing campaigns and work as an extension of your in-house sales team. To provide tailored training, qualification and discovery services for any customer requirements.

If you are looking to build security consulting or security assurance services into complex project deliverables or programs of work. Then this is the version of the partnership for you.





HOW CAN WE HELP?

By partnering with Secarma you have access to the following partnership benefits:

➤ **Access to experienced Penetration Testers and Information Security Consultants**

Often technology partners look at adding security assurance and consulting services into their portfolio but are put off by the significant investment required for accreditations, certifications and training costs that best practices and procurement guidelines recommend.

We remove this barrier to entry for partners by offering mature CREST approved methodologies, processes and procedures ready to sell from day one of partnership.

➤ **No barriers to entry or unrealistic expectations**

We understand the need for non-complex sales processes and customer expectations for skilled subject matter experts. We remove any barriers to entry for sales to ensure you have access to expert support from day one.

➤ **Dedicated Technical Account Manager**

Most organisations tend to avoid exploring security conversations due to a lack of internal subject matter experts and experience. We will provide you with your own dedicated Account Manager, offering you access to an industry experienced sales professional and team of technical security experts at no cost to your organisation.

➤ **Agile scoping and service delivery processes**

Partnerships fail where processes and scoping of customer requirements is too complicated. Secarma's scoping and delivery processes have been designed to remove the need for lengthy scoping processes and long report lead times. Helping improve our customers get access to the specialist support they need in an efficient manner.

➤ **Provide services for a fair price, on time and within budget**

Navigating budget and resource capacity constraints is always a challenge and accessing experienced information security resource can be expensive. Our offerings are designed to ensure that we can cater for any customer budget - demonstrating value and providing pragmatic solutions to business challenges.



Help secure your business

Do you know what your current information security baseline looks like? If not talk to us - we are a friendly bunch and would be happy to help

