

SafeBreach Channel Program

Partner with the Leader in Breach and Attack Simulation

The Breach and Attack Simulation platform from SafeBreach allows security teams to unleash thousands of real attacks on their production environments, to safely validate where they're protected, and where they're not.

SafeBreach was founded in 2014 by a CISO and red-team leader, who recognized a glaring gap in the security market: Enterprises only knew whether their cyber security was effective when they either successfully blocked, or fell victim to, real attacks. Rather than wait for a breach to highlight security flaws, or rely on limited point-in-time validation like penetration testing or vulnerability scanning, SafeBreach was built to automatically, continuously and safely validate security across the kill chain. With this new approach, enterprises can finally implement **data-driven security to eliminate security blind spots** and weaknesses, and to **validate that controls are working as expected**.

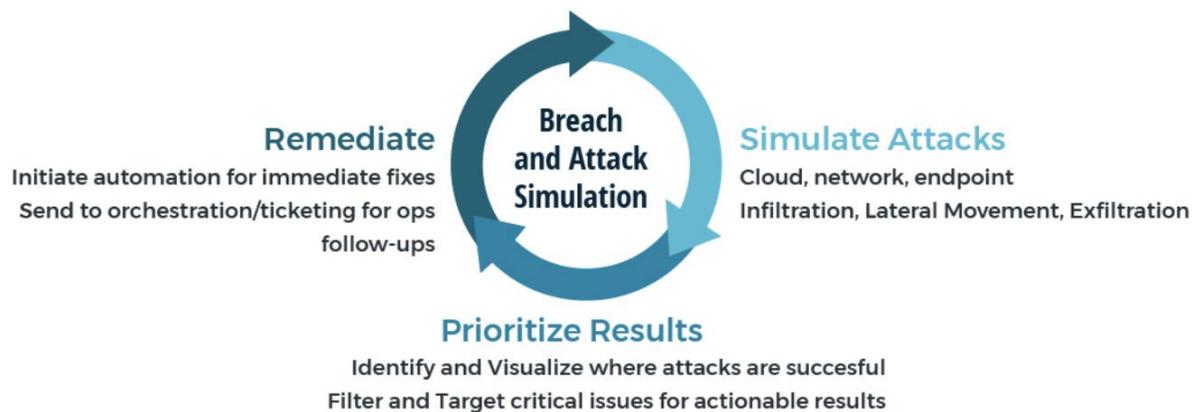
SafeBreach Labs, the research arm of the company, develops our playbook of breach methods based on actual attacks, active investigations, and unique research. Showcasing the team's industry-leading research, SafeBreach Labs researchers have presented at notable industry events including [Black Hat USA](#), [DEFCON](#), [THOTCON](#), [IANS Information and Security Forum](#), [ISACA](#) and [Hack-in-the-Box](#). SafeBreach Labs also contributes to the [Mitre ATT&CK](#) framework, supports [US-CERT](#) alerts, and releases an [annual Hacker's Playbook Findings Report](#) on enterprise security risks identified in deployments.

SafeBreach is headquartered in Sunnyvale, California with R&D offices in Tel Aviv, Israel with venture investment from Sequoia Capital, Draper Nexus, PayPal, Deutsche Telekom Capital Partners and HPE Ventures. SafeBreach has been [awarded multiple patents](#) for Breach and Attack Simulation and has received many accolades for our approach and innovation, including finalist in the [Innovation Sandbox](#) competition, [RSA Conference](#), [Gartner Cool Vendor](#) and [SINET Innovator Award Winner for 2016](#).

SafeBreach Channel Program Overview

Our platform enables channel partners to add customer value in multiple phases:

1. Baseline and quantify the risks within an organization through initial phase of simulated attacks
2. Add ongoing value (and earn recurring revenue) by helping enterprises prioritize and remediate the issues found on an ongoing basis.



What Our Customers Are Saying:

"Assessing the efficacy of security products has frequently been a challenge for security teams. The SafeBreach platform delivers empirical data from the point-of-view of an attacker to accurately and continuously assess security."

Brian Johnson, Sr. Director InfoSec, PayPal

SAFEBREACH CHANNEL PROGRAM OVERVIEW

Program Benefits

The SafeBreach Channel Program spans **Managed Security Services Providers (MSSPs)**, **System Integrators**, **Technology Partners** and **Consulting Partners**. Built on a unique, differentiated platform, and backed by strong technical and sales support, our program enables partners to deliver high-value competitive services. Benefits include:

- **Innovative, disruptive technology:** SafeBreach enables enterprises to continuously, automatically and safely validate security from the perspective of the “attacker”.
- **Simple deployment:** SafeBreach deploys simply and easily. Software simulators can be deployed in minutes, and are configured via a simple management console. Proof of value assessments deliver immediate insights.
- **High-value, differentiated services:** The SafeBreach approach of continuous security validation provides opportunities for strategic and differentiated services offerings to prioritize and remediate issues found.
- **Channel-centric focus:** We are committed to our mutual success, from deal registration protection to joint lead-generation programs.
- **Customized sales enablement and technical support:** We are dedicated to educating and training you on Breach and Attack Simulation and sharing the learnings from hundreds of deployments worldwide. SafeBreach also provides a regular cadence of partner communications and works closely with partners on demand-generation programs.

The SafeBreach Channel Program includes two tiers: **Authorized** and **Preferred**. Partners may start at the Authorized tier to hone Breach and Attack Simulation skills and gain success. Preferred partners have shown consistent growth in sales contribution including investments in sales and technical training.

	Authorized	Preferred
Annual Sales Commitment	Yes	Yes
SafeBreach Sales Training	Yes	Yes
Number of SafeBreach Accredited Sales Associates		2
Number of SafeBreach Accredited Engineering Associates		2
Proof-of-value Installation Commitment		Yes
Deal registration through Partner Portal	Yes	Yes
Quarterly Marketing Commitment	Yes	Yes
Priority Lead Distribution		Yes

What Our Partners Are Saying:

“The SafeBreach technology is delivering insights and value from day one. It is truly changing the way enterprises are validating their security, and will become a standard for security teams moving forward. We are happy to be part of the SafeBreach journey and helping our customers gain the adversary perspective of how well their security controls are doing.”

RedSky, a Presidio company



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