

Secureworks[®]

Global Partner Program for Managed Security Services Providers



We've helped customers detect and respond to threats for more than 20 years. **Now that power is in your hands.**

Security teams of all sizes and maturity levels are struggling with larger attack surfaces, disparate tools, vulnerability management tasks and risks, and insufficient staff and skills. These days, threats move too fast for most organizations. In a recent survey by ESG¹, 76% of cybersecurity professionals have found that threat detection and response is more difficult than it was two years ago. Also, 89% of respondents said they plan to increase funding for threat detection and response activities.

According to Gartner², by 2025, 50% of organizations will be using MDR services for threat monitoring, detection and response functions that offer threat containment capabilities. Secureworks® is partnering with Managed Security Service Providers (MSSP) to help address and solve these challenges, and align with market direction and growth.

Secureworks enables partners to stand out in this changing market landscape.

“We believe our cloud-native security platform will unlock a revolution in cybersecurity and extending our leading capabilities through our MSSP partners will help us create a global security community that is a force for good.”



Maureen Perrelli
Channel Chief Officer
Secureworks

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¹ ESG Master Survey Results, The Threat Detection and Response Landscape, April 2019

² Gartner, Market Guide for Managed Detection and Response Services, August 2020

Accelerate Time to Revenue



Protect Your Customers

- Faster deployment with Cloud-native Secureworks Taegis™ XDR and rapid onboarding
- Greater IOA (Indicator of Attack) and IOC (Indicator of Compromise) visibility with 40+ third party integrations across endpoint, network, and cloud data sources
- Prompt 24x7 incident investigation partnership
- Reduced risk with modern vulnerability detection and response via Secureworks Taegis™ VDR, utilizing machine learning (ML) to focus on what matters



Improve Your Profitability

- Operational efficiencies with Secureworks Taegis ManagedXDR results in 85% reduction in SOC work for faster incident investigations³
- Increase services offerings with the Secureworks Taegis Platform and robust SOC to differentiate and bolster your security service practice
- Incremental source of recurring security revenue providing cross-sell & up-sell opportunities



Reduce Your Business Risks

- Partner with the market leading MSSP^{3,4,5,6}
- 20+ years of cybersecurity expertise detecting, containing, and resolving advanced threats
- Supported by Secureworks Partner Program including free training and enablement, GTM support and attractive financial incentives

³The Total Economic Impact™ of Secureworks Taegis™ ManagedXDR, a commissioned study conducted by Forrester Consulting on behalf of Secureworks, December 2020.

⁴IDC MarketScape: Worldwide Managed Security Services 2020 Vendor Assessment

⁵Gartner Magic Quadrant for Managed Security Services, Worldwide Published:2 May 2019

⁶The Forrester Wave™: Global Managed Security Services Providers, Q3 2020

Join the Global Partner Program as an MSSP provider. **We made it easy.**

When you become a Secureworks MSSP Partner, you will have access to many key benefits. Our program is tier-free, and you can start to reap the benefits from the very first day you join. The Secureworks MSSP Partner Program expands partner profitability with financial incentives and channel-ready products that allow your business to scale fast.



FINANCIAL BENEFITS

- Extra Discounts and Incentives Accessible at day 1
- Flexible Billing
- Market Development Funds Eligibility



PARTNER ENABLEMENT

- Access to 20 years of experience and Knowledge
- Flexible, Free Training
- Enhance your SOC analysis Skills with Secureworks XDR



COMPLETE SUPPORT

- Assigned Account Manager
- Assigned Partner Success Manager
- 24/7 Technical Support

About Secureworks

Secureworks® (NASDAQ: SCWX) is a global cybersecurity leader that protects customer progress with Secureworks® Taegis™, a cloud-native security analytics platform built on 20+ years of real-world threat intelligence and research, improving customers' ability to detect advanced threats, streamline and collaborate on investigations, and automate the right actions.

Use of the word "partner," "partnership" or words of similar import does not imply a legal partnership between Secureworks and any other company.