

STELLAR CYBER®

MSSP Jumpstart & Master Partner Programs

Stellar Cyber's Jumpstart & Master programs help generate tremendous growth in your MSSP business, significantly increase your addressable market and provide more comprehensive and differentiated SOC services, while reducing your operating costs.

Three Easy Steps to Jumpstart & Grow Your MSSP Business Now:

1. Go to https://stellarcyber.ai/partners-overview
2. Click on Apply Now
3. Stellar Cyber will respond to applications within 24 hours

www.stellarcyber.ai | sales@stellarcyber.ai

Stellar Cyber MSSP Jumpstart Partner Platform	
Feature	*Benefit*
Open XDR – Intelligent Next Gen Security Operations Platform	Single pane of glass for 360 degree visibility across your customers' entire attack surface, simplifies security operations and drives new services revenue
Fast, Flexible Deployment	On-premise or your choice of cloud deployment options available for immediate service activation
Easy and Efficient Customer On-boarding	A broad family of sensors available for easy and flexible deployment to support heterogeneous environments of your customers
Single Unified Platform	Rich functionality with extensive integrations available out of the box for efficient and comprehensive security operations
Multi-Tier, Multi-Tenant Platform	Full support for both multiple downstream partners and customers on a single platform
Granular Role-Based Access Controls (RBAC)	Customize access to the console and reports
Interflow	Standardized, readable and searchable event format to simplify detections and investigations
AI-Powered Platform	Pre-built, readily available machine learning based detections for high-fidelity alerts
Correlated Events and Threat Intelligence	Direct analysts to the critical events that really matter and elevate analysts from level 1 to level 2
Customized Playbooks	Automate workflows improve analyst productivity
Automated Response	Reduce response to simple clicks and minimize attackers time in your customer infrastructure

Stellar Cyber MSSP Jumpstart Partner Program	
Feature	*Benefit*
Single License	All features, functionality and integrations are included – no add-on costs required
Licensing Flexibility	Ingestion or asset-based pricing models
Multiple Payment Options	Annual or monthly billing, multi-year and competitive replacement discounts
White-Label and Personalization	Enhance branding and product consistency
Free Onboarding	Migration assistance assures quick implementation and monetization of services
Free Training	Broad curriculum is readily available to achieve proficiency across the organization. Certification available to attain higher-level skills and create a competitive advantage
Partner Portal	Accelerate opportunities with enablement tools, sales collateral, use cases, case studies, training materials and more
Tuning and Optimization	Ongoing support
Joint Marketing Plan	Generate demand with joint activities including webinars, social media, podcasts, events and more
Market Development Funds	Earn funding for additional joint demand generation
Referral Program	Receive leads for new end user and partner opportunities

STELLAR CYBER JUMPSTART & MASTER MSSP PROGRAM ATTRIBUTES

Stellar Cyber Partner Benefits	Jumpstart	Master MSSP
On-boarding Meeting with Customer Success	✓	✓
Virtual Sales and Technical Training and Certification (Partner Portal)	✓	✓
Co-Branded Collateral/Logos/Campaigns	✓	✓
Joint Press Release Opportunity	✓	✓
Deal Registration (Optional)	✓	✓
MSSP Onboarding and Enablement Project Manager and Success Plan	✓	✓
Demo Portal Access	✓	✓
Dev Environment License	✓	✓
Leads	✓	✓
QBR – Cross-functional reports and updates, including product roadmap	✓	✓
Custom Marketing Support and MDF		✓
Executive Sponsor		✓
Custom Logos and Priority Visibility on Stellar Cyber Website		✓
MSSP Talent Hub		✓