

# Secureworks®

## Global Partner Program

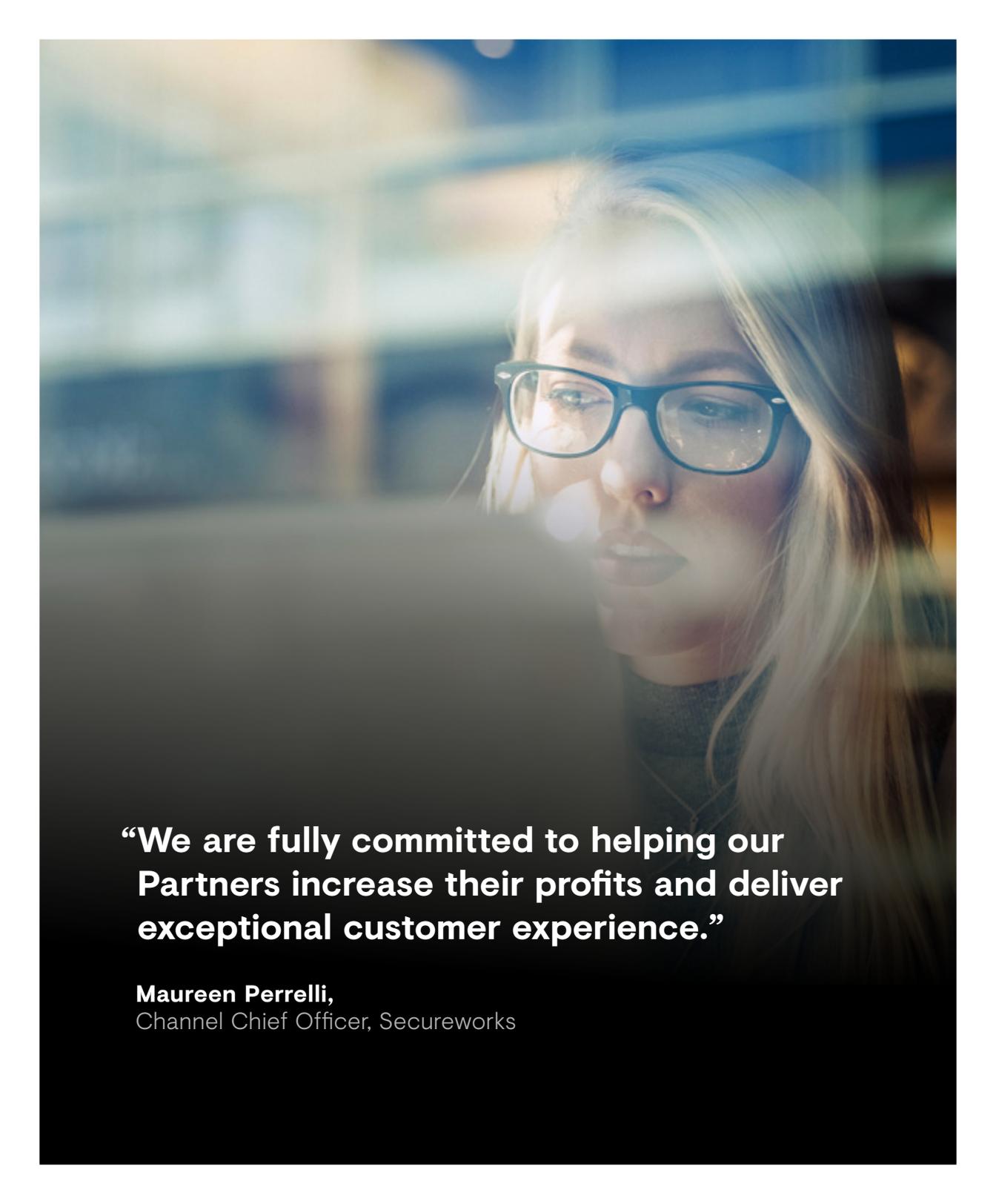


# Partnering with Secureworks For a More Secure Future

Secureworks® has been able to address many of the security industry's major challenges, including a flooded marketplace of fragmented and discounted tools, complex big data problems, lack of security experts, and a constantly evolving threat landscape.

Many security professionals agree that detecting and responding to threats is more difficult today than it was just two years ago, given the increase in threat volume, an enlarged attack surface, too many tools to choose from, and a lack of security resources.

We have taken more than 20 years of security operations experience, threat intelligence, and technological advancements to reimagine how security should be addressed. The next evolution of security programs requires comprehensive capabilities across endpoint, network, and the cloud. This helps reduce the time security teams need to detect and respond to threats.



**“We are fully committed to helping our  
Partners increase their profits and deliver  
exceptional customer experience.”**

**Maureen Perrelli,**  
Channel Chief Officer, Secureworks

# When you partner with Secureworks, you will have access to cutting-edge security solutions that will provide you and your customers:



## **Better Visibility**

98% of Secureworks clients see value within 60 days



## **Less Noise and Complexity**

310B events processed daily, 99.99% events of interest are resolved by platform 38:1 true positive/false positive ratio



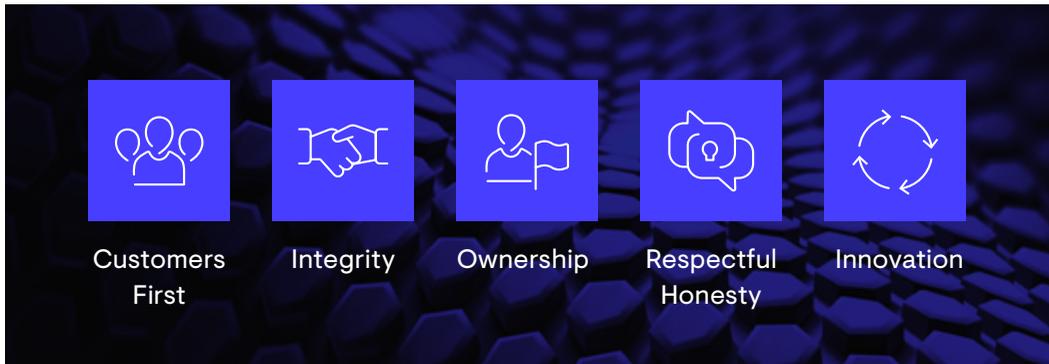
## **Faster Defense**

3,000+ certifications maintained by our Security Operations Centers personnel

As a leader in the vast and expanding security solutions market, Secureworks provides a predictable and scalable subscription business that protects organizations of all sizes by preventing, predicting, detecting, and responding to cyberattacks. Our portfolio of information security solutions complements other security offerings, fitting with your go-to-market model to create a profitable, recurring revenue stream for our Partners. We are proud to be a part of the Dell Technologies family, and our roles to secure human progress.

# Secureworks Global Partner Program Guiding Principles

The foundation of our Partner relationships is built upon Secureworks' core values.



## Customers First

Secureworks and our Partners will deliver an exceptional customer experience at every opportunity.

## Respectful Honesty

Secureworks is committed to providing consistent Partner communications with full transparency.

## Integrity

Clearly defined Rules of Engagement will drive a framework for market coverage and provide a predictable path to Partner profitability.

## Innovation

Secureworks will continuously solicit Partner feedback and work collaboratively to deliver a Partner Program that leads the security market.

## Ownership

Secureworks and our Partners will define mutually beneficial goals, holding each other accountable through joint business planning, field execution, and ongoing training.

# About the Secureworks Global Partner Program



## **The more you achieve, the more you earn**

We know that Partners have choices in the vendor they work with, which is why Secureworks built a program with Partners in mind. Our program is easy to consume, with no tiers nor a list of extensive requirements. Our benefits and incentives are performance-based. The more Partners learn and achieve, the more benefits there are to earn.



## **Partner Financial Rewards**

We are taking an aggressive approach on Partner compensation. Our solutions portfolio, combined with our program, will help our Partners efficiently achieve maximum financial benefits. Our program rewards Partners for driving new business opportunities. In addition, our renewal program offers the opportunity for recurring revenue, therefore strengthening your long-term profitability.



## **Partner Engagement**

Secureworks Partners are a true extension of our salesforce. With that in mind, we have created a set of streamlined processes for rules of engagement, governed by deal registration, allowing you to choose how you engage with Secureworks, whether as a reseller or a referral Partner.



## **Partner Enablement & Support Resources**

Our commitment to provide the right training and enablement tools based on our extended security expertise will empower partners to identify new opportunities and become a trusted security advisor for their customers.

Through joint business planning, your channel account manager will ensure you have the opportunity and marketing support you need to develop and close business. Our partner portal provides easy access to online tools and resources including deal registration, training and more.

# Get Started Today.



## Learn More

We are committed to delivering a program that provides our partners leading cybersecurity solutions that facilitate their success.

**Visit us:**

[partner.secureworks.com](https://partner.secureworks.com)



## Become a Partner

Ready to team up with one of the leading security services providers in the world?

**Email us:**

[partners@secureworks.com](mailto:partners@secureworks.com)

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## **Secureworks® (NASDAQ: SCWX) is a technology-driven cybersecurity leader that protects organizations in the digitally connected world.**

Built on proprietary technologies and world-class threat intelligence, our applications and solutions help prevent, detect, and respond to cyber threats. Red Cloak™ software brings advanced threat analytics to thousands of customers, and the Secureworks Counter Threat Platform™ processes over 310B threat events per day. We understand complex security environments and are passionate about simplifying security with Defense in Concert™ so that security becomes a business enabler. More than 4,000 customers across over 50 countries are protected by Secureworks, benefit from our network effect and are Collectively Smarter. Exponentially Safer.™

[secureworks.com](https://secureworks.com)