



TraceSecurity Channel Partner Program

Grow Your Revenues by Partnering With a Winning IT GRC Team!

► Overview

Our program was created with you in mind! When you join the TraceSecurity Channel Partner Program you join a network that values you as a partner, creates a distinct path for your growth, and delivers solutions that empower your end-user.

The program provides the framework needed for you to build a successful **IT Governance, Risk Management and Compliance (IT GRC)** business practice. Each partner is trained and given the tools and resources needed to become a trusted advisor, touch more prospects, close bigger deals, and maximize business results.

► Mission

TraceSecurity is committed to creating a thriving partner ecosystem that is conducive to partner profitability. Our partners attain seamless access to compliance market with our first-of-its-kind SaaS Compliance Management offering. The success of our channel partner program is through the balance of our outstanding partner services together with the dedicated efforts of our partners, thereby, ensuring mutual success.

“We launched this program as a vehicle to enable MSPs, System Integrators and Professional Service Organizations to actively participate in the rapidly growing on-demand IT GRC market.”

Pete Stewart,
CEO TraceSecurity

PARTNER BENEFITS:

- Capitalize on the growing Security Compliance Market.
- Incremental professional service revenue by “coaching” clients through the compliance process using the Trace SaaS products
- Partner can re-brand the SaaS based compliance portal and marketing materials
- Participation in Marketing Development Fund (MDF)
- Ease of delivery for the partner with low investment
 - No installation with SaaS model
 - No technical certification (use our Professional Services Staff)
 - Simple training for sales and pre-sales
- Ease of entry for the customer
 - Pricing (no capital expense)
 - Little or no installation time
 - No intense technical training

PARTNER RESPONSIBILITIES are to:

- Bring your relationships and knowledge of vertical markets to the partnership.
- Work with TraceSecurity Compliance sales professionals developing a market plan with go-to-market strategies for optimum results.
- Participate in sales and technical pre-sales training on the TraceSecurity Security and Compliance solutions.
- Host a prospect/customer seminar, such as a lunch and learn, with TraceSecurity sales professionals assisting with the sales opportunities and presentations.
- Provide valuable face time building the position of Trusted Advisor with customers and prospects.

TRACESECURITY RESPONSIBILITIES are to provide:

- Sales and technical pre-sales training.
- Sales support for Partner’s prospect/customer seminar, such as a Lunch and Learn.
- Templates of marketing materials for re-branding, like customer announcements and Lunch and Learn invitations.
- Excellent technical support.
- A Partner Portal for the Partner to manage their customer’s accounts.
- In-depth knowledge of the Compliance and Risk Management Industry
 - Boilerplate for proposals,
 - FAQ’s,
 - ROI calculators
 - Presentations with blank backgrounds for re-branding
 - Training tools
 - And much much more...

TRACESECURITY SOLUTIONS & SERVICES

- TraceSecurity Compliance Manager
- TraceSecurity IT Security Audit Manager
- TraceSecurity Risk Manager
- TraceSecurity Compliance Manager PCI
- Comprehensive Security Assessments
- Comprehensive Risk Assessments

About TraceSecurity

TraceSecurity is a leading provider of security compliance and risk management solutions. The company helps organizations of all sizes to achieve, maintain and demonstrate security compliance while significantly improving their security posture. Key to TraceSecurity’s success is the company’s comprehensive patent-pending methodology that helps clients address all of the critical components of a successful security compliance program: people, process and technology.

TraceSecurity delivers its solutions through an integrated software-as-a-service platform backed by expert professional services and comprehensive security awareness programs. The company’s flagship offering, TraceSecurity Compliance Manager, is the first comprehensive

solution to automate regulatory compliance audits, board-level reporting, policy management, vulnerability assessment, and employee education and testing. The company’s expert professional services include onsite security audits and social engineering. The security awareness programs include an exhaustive set of standard offerings as well as custom-designed courses. With over 800 clients, TraceSecurity supports the risk management and security compliance efforts of organizations in financial services, healthcare, insurance, government and other regulated sectors.