

# THE RADIFLOW PARTNER PROGRAM

Overview, Requirements & Benefits



**radiflow** 

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# BECOME A RADIFLOW PARTNER

Radiflow's Partner Program offers an array of benefits intended to help our partners to generate high value through strategic services, including cyber-Security knowledge, marketing tools and support and product training programs.

## Partnership Types & Requirements

### **Solution Partner**

Radiflow Solution Partners are resellers of Radiflow's products and consultancy services.

#### **Requirements:**

Maintain one technical owner and a demo setup for Radiflow's solutions, and receive quarterly technical and business-related updates.

### **Platinum Solution Partner**

Platinum Solution Partners are large resellers and MSSPs with an established install base.

#### **Requirements:**

Maintain two technical owners, one Tier-1 analyst and a demo setup for Radiflow's solutions, and receive quarterly technical and business-related updates.

### **Technology Alliance Partner**

Technology Alliance Partners are developers of synergetic joint solutions with Radiflow. They will be given access to Radiflow's APIs and will be offered dedicated developer support.

#### **Requirements:**

Maintain one technical owner for Radiflow's solutions.

### **Advisory Consultant Partner**

Consultancies and advisors who perform cybersecurity assessments and compliance (e.g. IEC-62443) audits will be provided ad-hoc access to Radiflow's solutions and services as needed.

#### **Requirements:**

Maintain one Tier-1 analyst for Radiflow's solutions; receive quarterly technical & business-related updates.



# PRODUCT & TECH SUPPORT

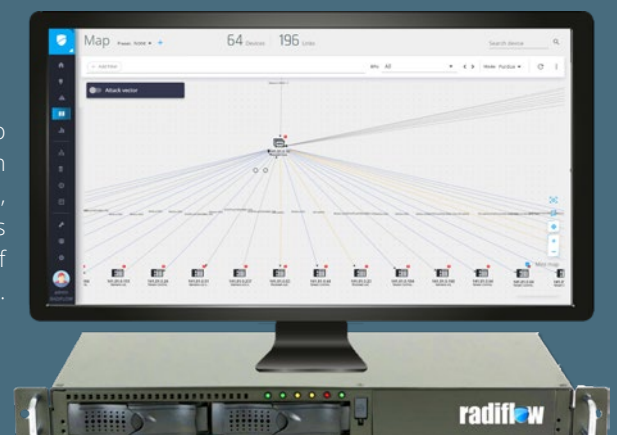
Radiflow is committed to providing its partners with all the technical tools and information they need to proficiently learn, operate and integrate Radiflow's solutions within a project or a joint solution.

## Technical Support by Partner Type

Solution Partner	Platinum Solution Partner	Tech Alliance Partner	Advisory Consultant Partner
<ul style="list-style-type: none"> <li>Access to online Partners portal</li> <li>Access to Partners' cloud demo environment</li> <li>40-hour web tutorial</li> <li>NFR program*</li> <li>Dedicated SE support</li> </ul>	<ul style="list-style-type: none"> <li>Access to online Partners portal</li> <li>Access to Partners' cloud demo environment</li> <li>60-hour web tutorial</li> <li>NFR program*</li> <li>OGT first Installation</li> <li>SIEM Integration</li> <li>Tier-2 support for cyber OT analyst</li> <li>Dedicated SE support</li> <li>Annual Joint GTM planning workshops (see GTM &amp; Marketing Support)</li> </ul>	<ul style="list-style-type: none"> <li>Access to online Partners portal</li> <li>Dedicated Dev SE</li> <li>API support</li> <li>NFR program*</li> </ul>	<ul style="list-style-type: none"> <li>Access to online Partners portal</li> <li>Dedicated Dev SE</li> <li>API support</li> <li>NFR program*</li> </ul>

\* Not-For-Resale (NFR) software licenses are intended for educational and/or demonstration (non-production) purposes only

Available on Radiflow's Partners' cloud demo environment, the iSID Industrial Threat Detection & Monitoring System provides threat detection, alerting and full visibility of all assets, protocols and connections, through passive monitoring of distributed production networks.



# GTM & MARKETING SUPPORT

## Programs and Activities

- Access to dedicated marketing resources
- Co-branded product datasheets, email templates, PowerPoint presentations and promotional videos
- White papers, application notes and case studies, based on field success stories
- Assistance with translation/localization of marketing materials
- Logo & copy on Radiflow's website
- Joint strategic planning
- Participation in Radiflow promotions, including campaigns, ads, and events
- Monthly newsletters and news-flash emails
- Competitive analysis documentation
- Brand usage guidelines for Radiflow logos and materials
- Participation in Radiflow-sponsored tradeshows alongside Radiflow staff (may require partner contribution)
- Field marketing support to help partners with messaging and lead generation activities.
- Annual Joint GTM planning workshops at which Radiflow will present its solution and business activity road-map and discuss market and industry trends (Platinum Solution Partners only)

## Online Partner Portal

Partners will have access to a dedicated online repository for:

- Technical resources
- Sales resources
- Marketing guidelines and assets
- Training materials

A sample of Radiflow's recent case studies, white papers and security briefs



# ABOUT RADIFLOW

## OT Expertise, E2E Solution & Business Maturity

Radiflow develops trusted Industrial Cyber-Security Solutions for Critical Business Operations.

Our portfolio of game-changing solutions for ISC/SCADA networks empowers users to maintain visibility and control of their OT networks. Our intelligent Threat Detection and Analysis Platform for industrial cyber-security minimizes potential business interruption and loss within the OT environment.

Radiflow's team consists of professionals from diverse backgrounds, from cyber-experts from elite military units and industrial system integrators from global cyber-security vendors.

Founded in 2009, Radiflow' solutions, are successfully deployed by major industrial enterprises and utilities, protecting over 4,000 critical facilities worldwide.

### Stats:

**4,023**

Protected  
Sites

**93**

Customers  
Worldwide

**4**

International  
OEMs

**3**

Tier-1 Automation  
Vendors

### Main Verticals:



Power  
Generation



Power  
T&D



Renewable  
Energy



Oil &  
Gas



Transportation



Water &  
Wastewater



BMS



Process  
Manufacturing

# radiflow



Scalable, flexible architecture for all types and sizes of industrial organizations



Comprehensive portfolio of detection and prevention tools as well as assessment and monitoring services



Planning value-add: tools for business-driven risk scoring and mitigation planning



Solution designed by industry experts and validated by external labs, protecting over 4,000 sites worldwide

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