



AN  **ODYSSEY**™ PRODUCT
cybersecurity

Partners Program Success Guide

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Welcome to the ClearSkies™ Partners Program

Dear valued Partner,

Your journey with ClearSkies™ has just begun. As a valued member of our Partner Program, you are an integral part of our collective growth.

We stand by your side as we share our knowledge and expertise. We guide you and your customers to unleash your fullest potential in your ability to minimize digital risks along your digital transformation journey.

Through our partnership, you gain access to an array of innovative products and services that deliver top value to your customers as you help them realize a high return on their investment.

Odyssey's ClearSkies™ Threat & Vulnerability Management Platform is a flexible Extended Detection & Response ecosystem

that intelligently transforms log and event data into actionable security intelligence, enabling the rapid detection of and response to sophisticated threats and vulnerabilities.

As a ClearSkies™ Partner, you enjoy a package of incentives, sales tools, resources and benefits, which kickstart your business growth while empowering your customers to gain cross-layered visibility of their digital infrastructure and security posture.

As a partner, you support your customers in their Digital Transformation initiatives, as you enhance their ability to anticipate, withstand, adapt, and quickly recover from data breaches, while meeting legal/regulatory requirements.

Thank you for partnering with Odyssey. We look forward to thriving and excelling together.

On behalf of the ClearSkies™ team, welcome onboard!

Sincerely,
Irene Selia,
Head of Global Development, ClearSkies™

Building a value-sharing partnership founded on trust

This ClearSkies™ Partners Program Success Guide outlines the support structure and resources available to you, supplying you with the tools necessary to provide top value to your customers.

The Program drives your business growth by developing your sales capabilities, as well as your technical expertise in successfully promoting and delivering ClearSkies™ products and services.

As a member of our rapidly expanding network of value-adding partners, you earn access to multiple training activities that build your technical competencies while bolstering your knowledge and expertise.

We value and seek your feedback on all aspects of our Partnership. It enables us to continue innovating and reimagining ClearSkies™ products and services, as well as our Partner Program approach, towards maximizing our shared interests.

We are committed to your success.



Why Partner with us

- 01** Stand out from your competition with innovative world-class offerings
- 02** Access resources that help kickstart your business growth and profitability
- 03** Enhance your technical and sales know-how and skills through in-depth training from world class experts
- 04** Rest assured throughout your business development initiatives with us by your side, every step of the way
- 05** Promote your solutions and services on the ClearSkies™ website partner section <https://www.clearskiessa.com/partners-program/>
- 06** Demonstrate your credibility through world-class training and certifications
- 07** Receive sales leads based on your region and partner status
- 08** Increase your cross-selling volume by selling more of your own solutions & services

Go-To-Market Strategy

Focused solely on your success as a ClearSkies™ Partner, our Go-To-Market Strategy comprises an array of resources, tools, and knowledge development opportunities that are geared towards maximizing your lead generation and sales, while actively boosting your expertise, knowledge, and profitability.

Marketing Package

ClearSkies™ offers you marketing support geared towards increasing public awareness of your partnership status, ultimately helping your sales and lead generation initiatives.

- ✓ Press Release
- ✓ Support of Campaign Initiatives
- ✓ Co-Branded Webinars
- ✓ Marketing Content
- ✓ Giveaways

Sales Tools

ClearSkies™ actively invests in multiple sales tools available to you for accelerated business growth, including document templates, account management capabilities, lead generation insights, ClearSkies™ SIEM demo license and more.

Training and Certification sessions

As part of your development benefits, we provide in-depth training and certifications for the ClearSkies™ line of product and services geared towards establishing you as an authority of knowledge in your market segment and region.

Furthermore, you continually receive insider information regarding upcoming announcements that serve to inspire confidence in you and your team's understanding of the ClearSkies™ platform architecture and future development.

01 SALES WORKSHOPS

Sales workshops explore tried-and-tested approaches and unique selling points for the ClearSkies™ ecosystem. They are performed in a two-way conversation format, as your questions, feedback and use cases are integral to the success of these workshops.

02 PRE-SALES WORKSHOPS

Pre-sales workshops deliver in-depth knowledge and hands-on experience with the ClearSkies™. These include a practical overview of products and services, various components, and architecture, together with installation, configuration and maintenance.

Annual Value Partners event

This event is designed just for our value partners. It gives them the opportunity to network with peers and Odyssey's leadership team. The experience aims to hone your skills and expertise, and learn about our current and future business expansion plans, including products roadmap, market positioning and much more. The event is additional support for you as you deliver value across the entire customer lifecycle.

Partner Growth Support

We provide the support necessary and the monetary incentives to grow your sales activity, including your dedicated account manager and pre-sales engineer, Proof Of Value (POV) initiatives, sales reviews, rebates and more.



Partners Portal



The ClearSkies™ Partners Portal is an online platform where partners access a variety of useful tools and information, including marketing materials, technical and support documentation, upcoming product release information and products roadmap. It helps you with your day-to-day sales development efforts, while staying informed with the latest product news and updates.

Additionally, the Partners Portal provides sales lead registration, which ensures price protection of your sales efforts and account management initiatives.

Professional Services



ClearSkies™ Professional Services are available over-and-above. They help you expand your sales opportunities and customer engagement to successfully improve their security posture and visibility.

With deep industry expertise, ClearSkies™ Professional Services help you deliver a tailor-made experience of the ClearSkies™ line of products and services, considering their individual requirements.

Support Services



ClearSkies™ Support Services are included in your package. They grant you the expertise to provide successful implementation, deployment and configuration of the ClearSkies™ ecosystem's products within the framework of your customers' environments.

Partner Levels

Currently, the ClearSkies™ Partners Program offers two partnership levels, as follows:

01 VALUE PARTNER: resells ClearSkies™ products and services.

02 CERTIFIED PARTNER: resells, deploys and supports ClearSkies™ products and services.

For more information regarding partner levels, refer to our website:
www.clearskiessa.com/partners-program/



GET STARTED!

Welcome to our Partners Program. You are now part of a knowledge-sharing and support network where you enjoy targeted growth and increased profitability. You can now sell advanced technologies and develop new market segments through our partner growth strategy, including marketing, sales tools and much more.

★ Join our Partner Ecosystem

01

After ensuring that you meet the eligibility requirements, fill in the application form at <https://www.clearskiessa.com/partners-program/become-a-partner/>

02

Once accepted, submit relevant certifications and business plan*

*Note: A Business Plan template will be made available to you.

03

Register on the ClearSkies™ Partners Portal at <https://partners.clearskiessa.com/#login>

04

Complete our Partner Certification Program

• YOUR VOICE MATTERS

Your feedback and valuable input help us improve our products and services to keep exceeding your customers' expectations.

Share your feedback, suggestions and comments via:

- ✓ Email feedback@clearskiessa.com
- ✓ Bi-weekly meetings
- ✓ Quarterly Business Reviews (QBRs)
- ✓ Executive Briefings
- ✓ Or just pick up the phone and call us

