



Panorays Partnership Program

2023

Who Are We



Israeli startup
built by x-IAF
founders

\$62M

Well
funded

400+

With a well
established
customer base

94%

Incredible
retention rates

What We Do



Panorays' All-in-One Approach 360-Degree Assessment and Full Process Management

01

Assessment

02

Engagement

In-platform communication between evaluators and suppliers

03

Remediation

Customized remediation plans based on the cyber gaps identified

04

Approval

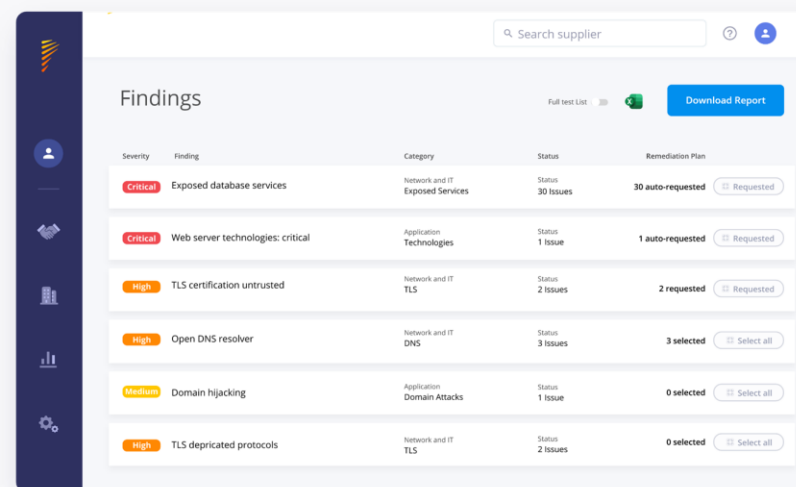
Quick approval of suppliers which are in alignment with the company's security policy

05

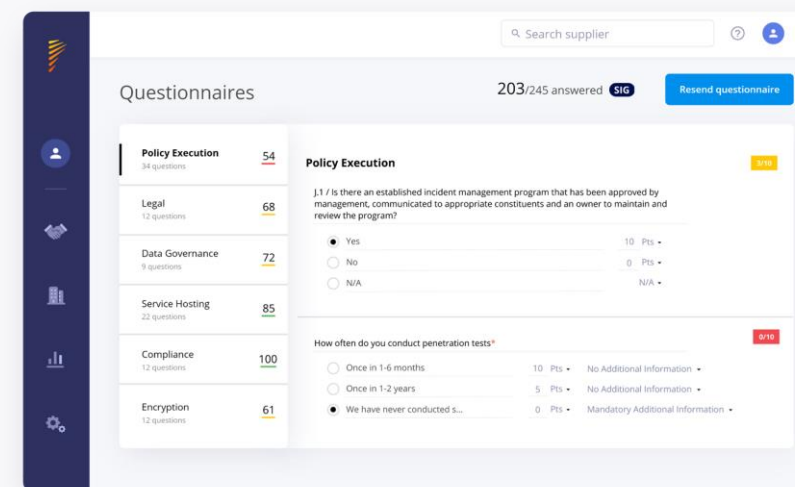
Continuous Monitoring

Continuous updates on changes in to the supplier's cyber posture and internal security policies

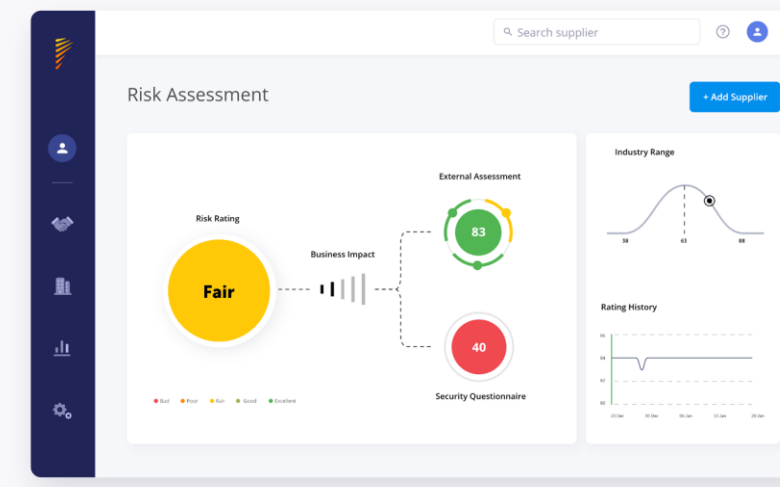
External Attack Surface



Security Questionnaires



Business Impact - Inherent Risk



Why Third-Party Security Risk Has Become More Challenging



More third parties



Supply chain attacks are more sophisticated



Expensive consequences



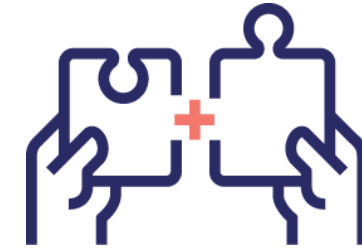
Regulatory expansion



Inefficient third-party security risk management

Why Panorays for Partners

Panorays Value to Partners



Expand your
solutions



Deliver more
value



Win new
business

How to Do Business Together



Utilize the Panorays platform to emphasize your prospects' cyber vulnerability while providing a practical solution

Collaborate with security professionals to offer relevant Panorays' TPSRM solutions to fit their customers' unique needs

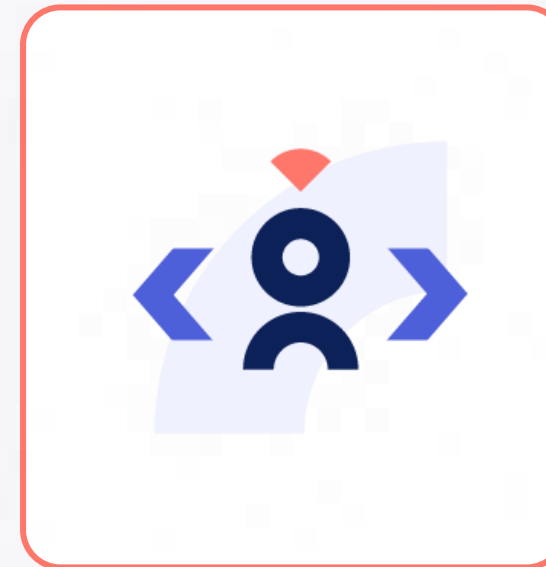
Partners Types



**Referral /
Finder**



**Reseller /
VAR**



**Distributor /
VAD**



MSP / MSSP

Partner Program Tiers

Tiers


*Partner's entry point



Standard

New ARR < \$200K

*Partner stands out



Advanced

200K < New ARR < \$750K




*Partner's excels



Premier

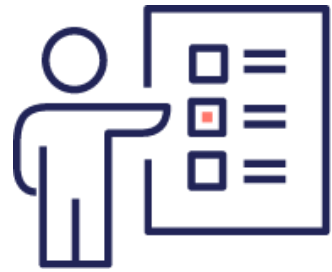
New ARR > \$750K

Marketing Partner Table

General	 Standard	 Advanced	 Premier
Mutual logo on both partner and Panorays website	Yes	Yes	Yes
Panorays short description on the partner website	Yes	Yes	Yes
Welcome kit document	Yes	Yes	Yes
Monthly marketing meeting cadence	-	Yes	Yes
Quarterly marketing plans	-	-	Yes
Digital & Social			
Co-branded LinkedIn ads	Yes	Yes	Yes
Email newsletter	Yes	Yes	Yes
Blog post/Article/PR announcement	-	Yes	Yes
PR opportunities	-	-	Yes
Events & Conferences			
Opportunities to participate at Joint customer/end-users events	-	-	Yes
Opportunities to participate at Joint Industries events and conferences	-	Yes	Yes
Opportunities to participate at Joint virtual events	-	Yes	Yes

Post Sales Services

Panorays Services Training & Certification



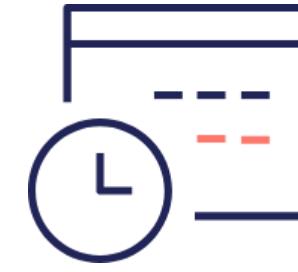
Prerequisite

An implementation project exists within 30-45 days of training start date



Cost

\$1,500 per person
(1 person mandatory per partner) All primary users should be certificated



Length

30 hours
Spread over (up to) a month, min 7 weekly hrs.



Validity

1 Year
Subject to quarterly training and an annual test

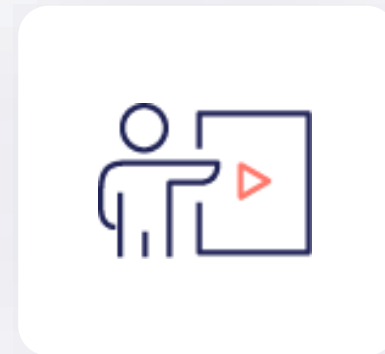
Customer success process

Phase 1 Orientation



Overview & Best Practices
ON DEMAND

Phase 2 Training



Training by Customer Success Experts
LIVE

Phase 3 Shadowing



Provide guided customer support
LIVE

Certification



Phase 4 Continuing Education



Continuing education courses
QUARTERLY

*This process is subject to change at the discretion of the CS team

Detailed Training & Certification Topics

	Topic	Live (video conference)	Video	Self Review
Phase 1: Orientation	Panorays overview - Intro Demo	✓		
	Customer Journey		✓	
	Evaluator Guide			✓
	Help Center			✓
	TPSRM Session		✓	
	Review Use - Cases		✓	
	Dashboard & Reports Session		✓	
Test #1	Demo + Q&A	✓		
Phase 2: Training	Business Information Session	✓		
	Questionnaire Session	✓		
	SIG Session	✓		
	Mitigator Prospective: Remediation and Disputes	✓		
	Dashboard & Reports Session	✓		
	Security Passport Session	✓		
	Support Session	✓		
	Architecture Session		✓	
UI Sesion	✓			
Test #2	Create a Panorays Environment With Data & Customization	✓		
Phase 3: Shadowing	Follow a Live Customer Project, Creating an Environment, Building Content, Attending and Reviewing Calls	✓		
Final Test	Q&A Regarding Partner's Specific Use-Cases	✓		
Phase 4: Continuing Education	Participation in Periodic Product/version Updates	✓	✓	

Available Services

Foundation Package



Build a complete, end-to-end 3rd party security risk management program

Adaptation Package



Amend and adapt Panorays to fit an existing 3rd party security risk program

Ongoing Package

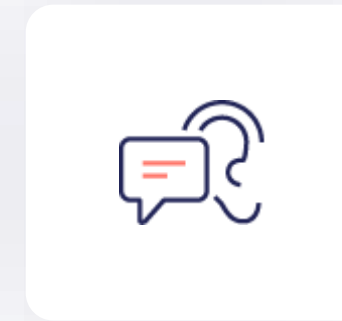


Perform a variety of consulting and implementation services based on the Panorays platform

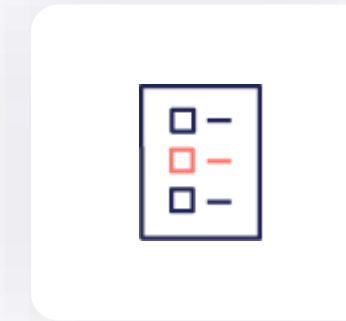
Ongoing Packages



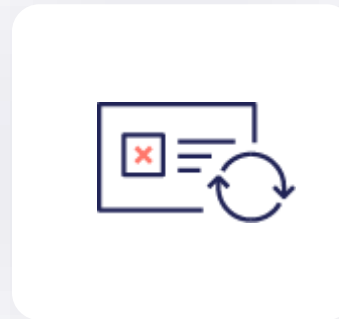
Set up and tailor the initial Panorays platform environment



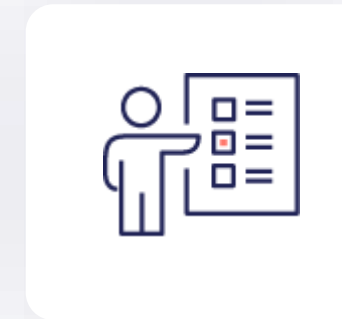
TPSRM consulting based on Panorays platform output data



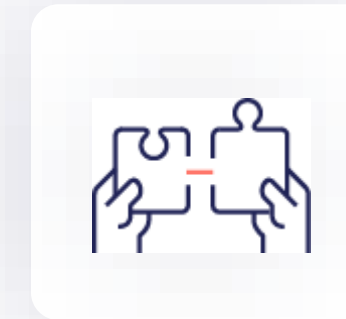
Conducting the 3rd party questionnaire process and subsequent reviews



Conducting 3rd party remediations



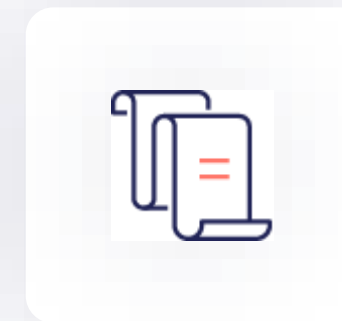
"Self Assessment (Security Profile) review and mitigate all major/critical findings



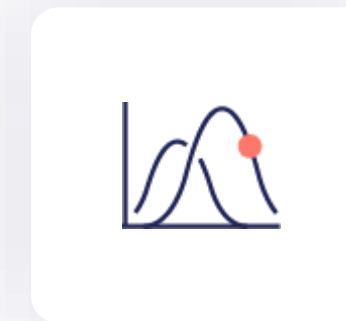
Possible integrations to TPRM and/or GRC systems



"Security Passport" related services



Create, generate and customize reports



Benchmark the customer vs peers or competitors

Pre-Sale Partner Program

Presales Partner Program

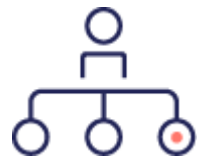
	 Standard	 Advanced	 Premier
POC set up with up to 5 suppliers	Yes	Yes	Yes
Admin access to backoffice	Yes	Yes	Yes
Invitation to in-person training events	Yes	Yes	Yes
Support environment set up and troubleshooting	Yes	Yes	Yes
Multi tenant access	Yes	Yes	Yes
POC Round Table	-	Yes	Yes
Kickoff call assigned SME	-	Yes	Yes
Product requests	-	Yes	Yes
Enhanced support team	-	-	Yes
Joint project board	-	-	Yes
Dedicated office hours	-	-	Yes
Extended POC times	-	-	Yes

Presales Training Topics

	Topic	Live (video conference)	Video	Self Review
Phase 1: System Introduction	Panorays & 3rd Party Risk - Concepts & Approach		✓	
	Panorays overview - User Interface Basics		✓	
	Companies in Panorays Evaluators & Suppliers		✓	
	Panorays Communication and Collaboration		✓	
	Dashboard & Reports		✓	
	System Best Practices		✓	
	Panorays Use Cases		✓	
Test #1	Panorays Basics Review (75% score required)			✓
Phase 2: Training	Customizing Business Information		✓	
	Questionnaire and Relationships		✓	
	Segments and Portfolios		✓	
	Asset Management		✓	
	Partners as Risk Sherpas		✓	
	Backoffice and Tenants		✓	
	Supplier Remediation Tasks		✓	
	Disputes (Self & Supplier)		✓	
	Security Passport		✓	
	End to End Supplier Onboarding		✓	
	User Management & Custom Roles		✓	
	Support & Help Center		✓	
Feature Flags		✓		
Test #2	Panorays Advanced Review (75% score required)			✓
Phase 3: POC Kickoff	How to Launch a Successful POC		✓	
Final Test	Q&A Regarding Partner's Specific Use-Cases	✓		

The Partner POC Journey

Identify



- Confirm customer needs
- Elaborate use cases

Discover



- Demo
- Create user stories

Launch



- Set clear goals
- Set framework
- Set dates
- Kickoff!

Collaboration



- Get prospect insights
- Get SME advice
- AE support

Finalize



- SME calls
- Verify met goals

Success



- Criteria for renewal.
- Panorays renewal process.

Thank You.

For more information please contact

partners@panorays.com

Or visit us at

<https://panorays.com/partners/>