



# Panorays Partnership Program

# Who Are We



Recognized  
cyber experts

\$62M

Well  
funded

400+

With a well  
established  
customer base

94%

Incredible  
retention rates

# Panorays - What We Do

Panorays helps end customers manage the cyber and data privacy **risks** originating from their 3rd parties:



## External Risk

Evaluate how vulnerable is the 3rd party to be publicly breached, by performing an external cyber posture assessment.



## Internal Risk

Evaluate how compliant is the 3rd party to the customer's standards and regulations by conducting an online, collaborative, scalable 'Smart Questionnaire' process.

## GRC

Governance, Risk & Compliance

ERM  
Enterprise Risk  
Management

Privacy  
Compliance

Policy  
Management

TPRM  
(Third Party Risk  
Management)

Process  
Control

Global Trade  
Service

Environment,  
Health & Safety

& More...

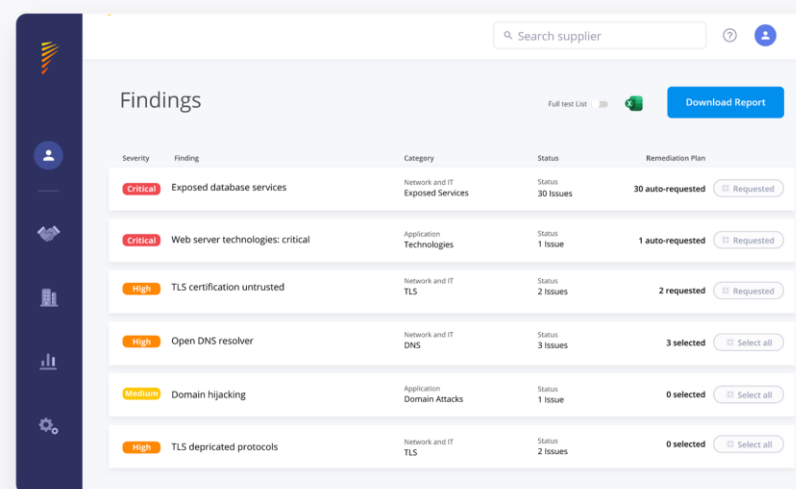
# Panorays' All-in-One Approach

## 360-Degree Assessment and Full Process Management

01

### Assessment

#### External Attack Surface



02

### Engagement

In-platform communication between evaluators and suppliers

03

### Remediation

Customized remediation plans based on the cyber gaps identified

04

### Approval

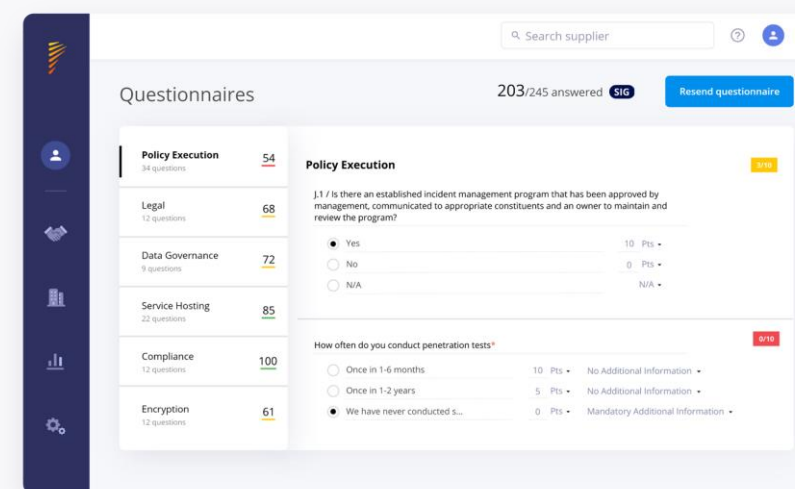
Quick approval of suppliers which are in alignment with the company's security policy

05

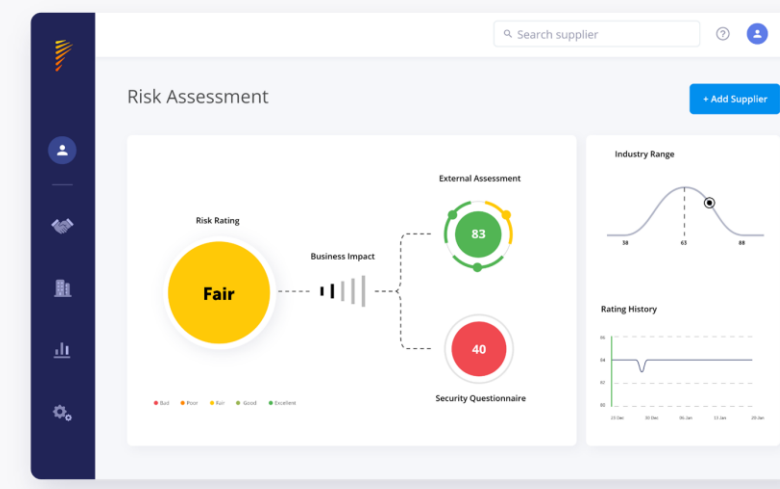
### Continuous Monitoring

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

#### 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



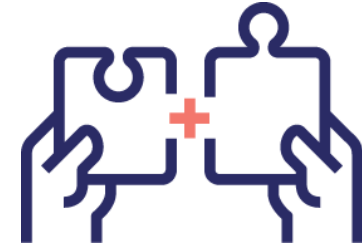
Regulatory expansion



Inefficient third-party security risk management

# Why Panorays for Partners

# Panorays Value to Partners



## Win new business

- Complete end-to-end solution
- Supports many use cases
- Easy to use, simple onboarding
- Supports localization



## Retention and upsell

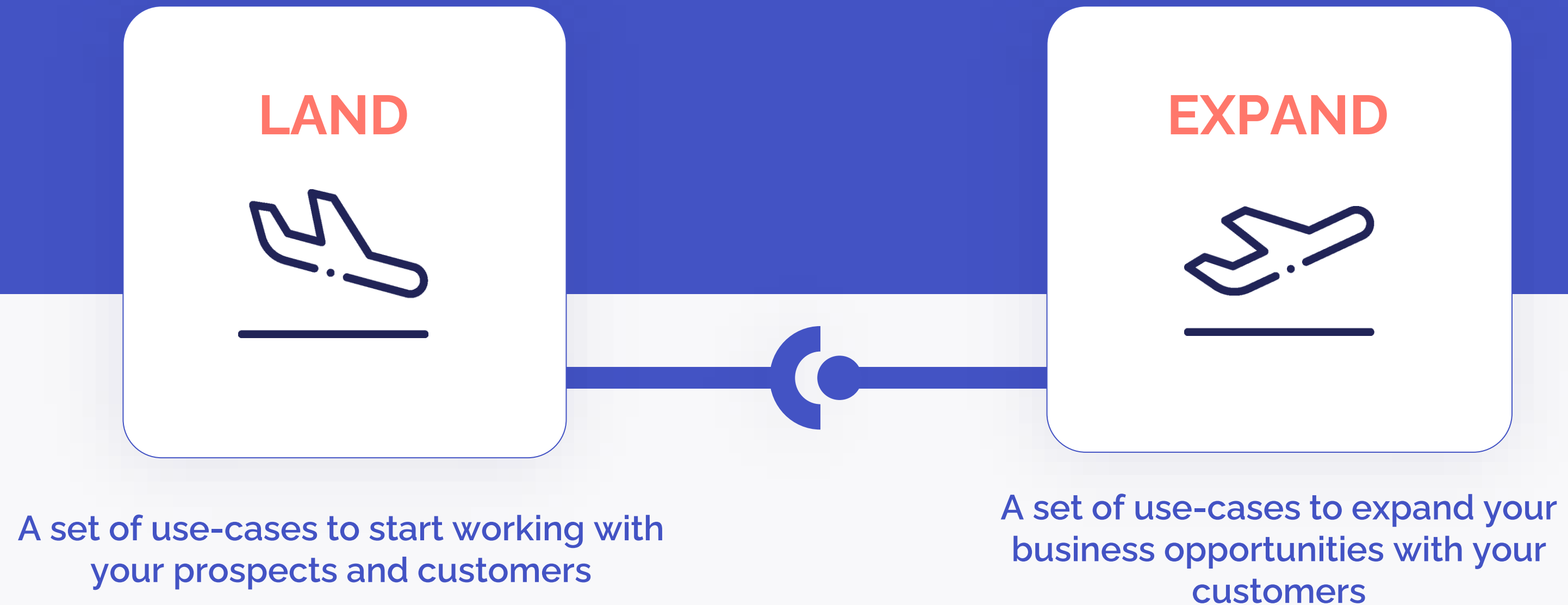
- Most accurate with least false positives
- High customer satisfaction



## Develop your brand

- Offer the best tools available
- Build trust as customers' advisor
- Become a thought leader in your space

# How to Do Business Together





# 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**

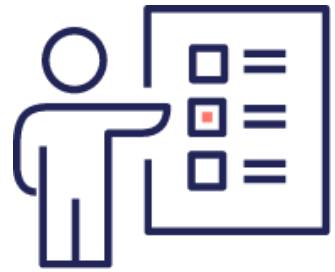
New ARR > \$750K

# 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
<b>Digital &amp; Social</b>			
Co-branded LinkedIn ads	Yes	Yes	Yes
Email newsletter	Yes	Yes	Yes
Blog post/Article/PR announcement	-	Yes	Yes
PR opportunities	-	-	Yes
<b>Events &amp; Conferences</b>			
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



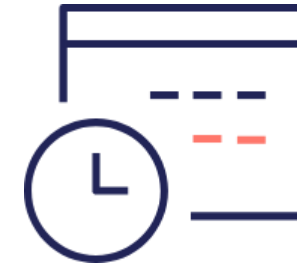
## Prerequisite

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

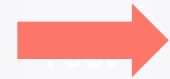
**1 Year**  
Subject to quarterly training and an annual test

# Customer success process

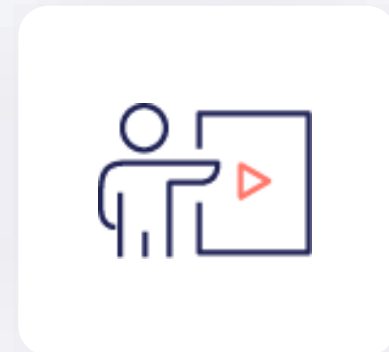
## Phase 1 Orientation



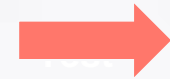
Overview & Best  
Practices  
ON DEMAND



## Phase 2 Training



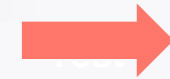
Training by Customer  
Success Experts  
LIVE



## 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 Service Offerings



Set up and tailor the initial Panorays platform environment

**10 hours**



TPSRM consulting based on Panorays platform output data

**3 weeks**



Conducting the 3rd party questionnaire process and subsequent reviews

**3 hours**



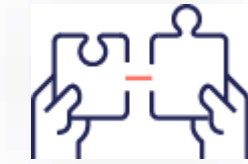
Conducting 3rd party remediations

**10+ hours**



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

**10 hours**



Possible integrations to TPRM and/or GRC systems

**10 - 100 hours**  
Depending on SOW



"Security Passport" related services

**10 hours**



Create, generate and customize reports




**5 - 20 hours**  
Depending on SOW



Benchmark the customer vs peers or competitors



**15 hours**

# Tiering

	Standard 	Advanced 	Premier 
Training	Yes	Yes	Yes
Onboarding CSM	Yes	Yes	Yes
Product release	Yes	Yes	Yes
Monthly sync	Yes	Yes	Yes
Lifecycle dedicated CSM	Yes	Yes	Yes
On site visit once a year of the CS		Yes	Yes
Bi-weekly sync		Yes	Yes
Product release training		Yes	Yes
PQR		Yes	Yes
On site training			Yes

# Pre-Sale Partner Program

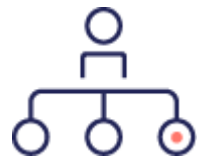
# Presales Partner Program

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

<div> <div></div> <div> <div>Panosays</div> <div>Partner</div> </div> </div> <div> <div>Presales Training Topics</div> </div>		Topic	Live <small>(video conference)</small>	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	✓		
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# 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.

# Product Partner Program

	 Standard	 Advanced	 Premier
Quarterly Roadmap webinar	Yes	Yes	Yes
Feature design partner	-	Yes	Yes
QBR presence once every 2 quarters	-	-	Yes



# Thank You.

For more information please contact

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

Or visit us at

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