

TOP 5 REASONS to Partner with Telos

The Telos® CyberProtect Partner Program delivers advanced cybersecurity solutions that solve customer and industry challenges. Telos has built a diversified partner ecosystem that will help accelerate cybersecurity adoption in the enterprise and regulated-industry markets.

As cyber and ransomware attacks increase and become more sophisticated, the collective global economic infrastructure will rely even more on partners who can deliver the most effective and innovative solutions for cyber, cloud, and enterprise security. This empowers Telos partners with a key competitive and differentiating selling advantage with organizations at risk of attack.

Learn more about the Telos CyberProtect Partner Program at www.telos.com/partners or reach out to the Telos team at partners@telos.com.



1

Telos – A Trusted Brand

Telos Corporation has been an established cybersecurity icon and leader for over 30 years, delivering best-in-class solutions. Telos offers security solutions such as Xacta®, a risk management and compliance software solution for regulated industries, and Telos Ghost®, which protects key assets and resources throughout the enterprise. Our strong footprint in federal government and defense has enabled our growth in other regulated markets such as SLED, healthcare, financial services, and more. Partners can gain a competitive edge by offering these highly differentiated solutions that meet the market demands for modern cybersecurity needs.

2

Partner Profitability

Grow top-line revenue and profits by selling higher margin Telos cybersecurity software. Further enhance margins through Telos’ cloud subscription-based pricing model and wrapping services around total on-premises solutions deployment. Furthermore, Telos provides extra margin for partners who utilize the Telos CyberProtect Partner Program deal registration program.

3

A Comprehensive Program

The all-inclusive Telos CyberProtect Partner Program delivers the resources partners need to enhance their sales and marketing success. From training/enablement and turnkey campaigns to co-branding of assets, lead pass, and much more.

4

A Strong Partner Ecosystem Solving Customer Challenges

The Telos partner ecosystem with alliance and technology partners delivers key selling architectures that partners can confidently offer their customers with a consultative trusted advisor approach. Telos offerings solve customer cybersecurity challenges, generating high customer satisfaction. In many cases, Telos offerings are complementary to other alliance and technology security products in a partner’s portfolio.

5

Engineered for the Channel

Telos makes it easy for partners to do business with us and grow top-line revenue. Partners can easily purchase Telos solutions through the distribution channel. Moreover, Telos protects our authorized partners through the Telos CyberProtect Partner Program deal registration process, ensuring no channel conflict or confusion

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