

THE RQUEST PARTNER PROGRAM



The Security Sales Challenge

Selling industry-leading HP security solutions offers lucrative opportunities. However, you can't capitalize on them due to a lack of a security practice. Developing a new line of business is possible, but requires a major investment of time, money and resources. As a trusted HP partner, how can you increase your value to your customers and drive new and recurring business to your bottom line?

THE CYBERSECURITY MARKET IS ESTIMATED TO GROW TO \$170 BILLION BY 2020 AT A CAGR OF 9.8 PERCENT.*

*U.S. information security budgets have grown at almost double the rate of IT budgets over the last two years.**

Partnering For Success

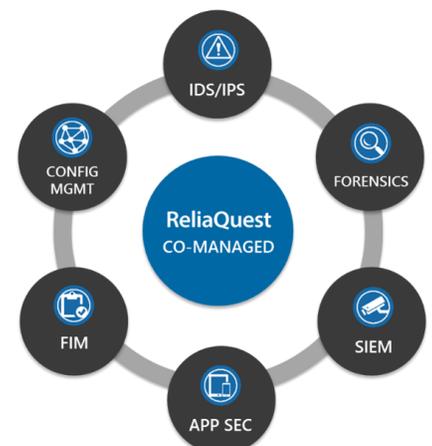
ReliaQuest, a trusted HP Enterprise Security and strategic engagement partner, offers an innovative solution—the RQuest Partner Program. This unique partnering opportunity for authorized HP Enterprise resellers allows ReliaQuest to become the strategic security arm to your business. You can **expand your reach into your customers' environments, recognize license and appliance revenue from HP and receive a recurring revenue stream** from ReliaQuest co-managed services. Best of all, you continue to own the relationship with your customer, while ReliaQuest supports you throughout the sales process, from presales and design to implementation.

*The number of seven-figure cybersecurity deals has increased by 40 percent year over year.**

Why Co-managed Services?

Co-managed services effectively reduce risk. Whereas MSSPs rely on a one-size-fits-all model, co-managed services are tailored to each organization's needs and solutions. They provide expertise and experience well beyond what organizations, even large enterprises, have in-house. Even customers without security personnel can cost-effectively protect their digital assets and achieve compliance with robust, always-up-to-date defenses. Moreover, co-managed services are based on a recurring model, providing you with an incremental stream of business.

ReliaQuest's co-managed security services **integrate dedicated security experts and processes into your customers' existing security teams**. These analysts and engineers work with the teams to ensure security systems are operating, optimized and correlating into a central management point. They continuously monitor and manage the critical tools, providing full visibility across each customer's entire security environment.



*<http://cybersecurityventures.com/cybersecurity-market-report/>

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24/7/365 Security Operations



Why Co-Managed Services? (Cont.)

Working around-the-clock from Security Operations Centers (SOCs), specialists collaborate with the customer's staff in clearly defined roles to prevent or mitigate breaches and attacks. Customers receive alerts and forensic diagnoses specific to their environments, unlike MSSPs which base their services on large pools of collected data. Moreover, in contrast to MSSPs, co-managed services **allow customers to retain ownership and control of their hardware, software and data.** The customer's data never leave the environment.

*Partner to deliver PCI, HIPAA and SOX compliance
to your customers today.*

The ReliaQuest Advantage

An authorized HP Enterprise Security Partner and member of the HP Enterprise Security Partner Advisory Board, ReliaQuest safeguards enterprises of all sizes in all verticals. Its tailored, customer-centric model is a proven approach for monitoring, incident response, engineering and content development across the entire security environment.

ReliaQuest is a **proven and trusted security specialist and supports the entire HP security portfolio**, as well as technologies from other vendors, allowing you to sell solutions for mixed environments. You'll gain credibility in the security space without investing in a new line of business. You'll create a new profit center and earn ongoing revenues from the post-sale services that enabled you to close the deal in the first place.

Operating from redundant, accredited SSAE16 Type 2 SOCs strategically located in the US, ReliaQuest's security engineers deliver documented best practices and the latest security innovations and services. They simplify the often complex interactions between security, risk and compliance to avoid data loss, business disruptions and tarnished reputations. Their expertise across multiple technologies and platforms ensure each customer of an integrated security posture and compliance with PCI, HIPAA, SOX and other mandates.

ReliaQuest is your **strategic resource and ally in the security space**, providing opportunities and revenue flows that were previously unavailable to HP partners.



CO-MANAGED SECURITY SOLUTIONS

Learn more at
www.ReliasQuest.com
or contact ReliaQuest
at 800-925-2159 or
info@ReliasQuest.com

Benefits of Co-Managed Security Services With ReliaQuest

- Increased value to customers, driving new and recurring business
- Strategic security arm to your business
- Expanded reach into your customers' environments, recognizing license and appliance revenue
- Support throughout the sales process, from presales and design to implementation
- Integrate dedicated security experts and processes into your customers' existing security teams
- Full visibility across each customer's entire security environment