PICUS

Technology Alliance Program (TAP)

At Picus Security, we adopt the motto of "Better Together". Which is why, by working closely with our technology alliance partners, we strive to deliver the best outcomes and experience to joint-customers.

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Picus TAP

Picus has always been dedicated to innovation and to contributing cybersecurity efforts globally. We believe that by integrating our security validation technology with network and endpoint solutions developed by our technology alliances we can create even more value for our joint customers. We are committed to our alliances' ongoing success and offer a variety of opportunities that support the joint integration with the Picus Platform.

The Picus Technology Alliance Program offers a tiered program structure with different partnership categories and corresponding levels of commitment. These are;

- **TAP Connect Partner:** The Connect level focuses on interoperability with the Picus Platform completing a base integration. This is the typical starting point for all partners.
- **TAP Preferred Partner:** Technology alliances at this level have an existing integration with Picus and would like to document and promote the value of their solution. Preferred partners receive the benefits of the Connect level plus additional joint-marketing motions. Preferred partners are also eligible to receive long-term and discounted NFR license options and one-off Picus Score and recommendations sharing
- **TAP Strategic Partner:** This level is appropriate for technology partners who have joint customers with Picus Security. Strategic partners receive enhanced benefits of the Preferred level plus ve eligible for quarterly Picus score and recommendations and customer POV licenses for the registered leads. Strategic partners can also benefit from joint MDF budget.

Why Should You Join Picus TAP?

Most organizations lack clear visibility into their security controls' effectiveness. Security controls fail often and silently, and breaches continue to carry impact. Security teams need to be proactive and stay on top of how well their security programs are actually performing.

Picus provides a threat-informed defense strategy to solve this problem by focusing organizations on known threats and then testing security controls against adversary behaviors like those outlined in the MITRE ATT&CK® framework

Picus Complete Security Validation Platform integrates with security vendors to enable security teams to monitor their cybersecurity readiness proactively. By this solution approach, Picus helps security vendors to;

- Prove the value-add of a new product and/or a service.
- Create success metrics to elevate your sales processes.
- Offer evidence-based POCs using real-world attack simulations to show your value effortlessly
- Improve your products by the given Picus scores and recommendations.

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TAP Benefits

Picus' TAP is designed to accommodate a wide variety of partners having different business models, scopes, and levels of commitment. This section describes the overall benefits and requirements for each tier.

Benefits	Connect	Preferred	Strategic
Integration Solution Brief	✔	✔	✔
Logo Display and Profile Page on Picus Webpage	✔	✔	✔
14 Day NFR License for Integration Validation	✔	✘	o
60 Day NFR License for Integration Validation	✘	✔	✔
Discounted NFR License for Product Teams	✘	✔	✔
Discounted NFR License for Internal Use	✘	✔	✔
Access to Technical Assistance Center	✘	✔	✔
One-off Picus Score and Recommendations Sharing	✘	✔	o
Quarterly Picus Score and Recommendations Sharing	✘	✘	✔
14-Days Customer POV License for Registered Leads	✘	✘	✔
Joint GTM Planning	✘	✔	✔
Joint MDF Budget	✘	✘	✔

✔ Eligible
o Not Eligible
✘ Not Applicable

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TAP Requirements

A joint effort is required to bring the Picus Technology Alliance Program to the market. Picus TAP sets some key metrics to ensure a successful partnership that requires a mutual commitment from both parties. These metrics should be completed within the membership period to ensure the program's success.

Requirement	Connect	Preferred	Strategic
Long-term Dedicated Product License	N/A	Required	Required
Technical Support for the integration development	N/A	Required	Required
Technology Alliance Program Agreement	N/A	Required	Required
Integration Listing on Vendor Website	Optional	Required	Required
Integration Promotion on Social Channels(Linkedin, Twitter, Press Release.. etc.)	Optional	Optional	Required
Joint Integration Document	Optional	Optional	Optional
Customer Case Study	N/A	N/A	Required
Customer Testimonial	N/A	Required	N/A
Quarterly Business Review	Optional	Optional	Required

Membership Terms

Picus TAP is based on annual membership model, which has different fees according to different tiers.

TAP Tiers	Annual Membership Fees
Connect	$2.000
Preferred	$10.000
Strategic	$20.000

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About PICUS

At Picus Security, we help organizations to continuously validate, measure and enhance security effectiveness.

As the pioneer of Breach and Attack Simulation (BAS), our Complete Security Validation Platform is used by security teams worldwide to proactively identify security gaps and obtain actionable insights to address them.

Any Questions on Picus TAP ?

Contact TAP Team

2021 Computing Security Awards WINNER Breach and Attack Simulation Solution of the Year

CYBER SECURITY EXCELLENCE AWARDS ★ WINNER ★ 2022

CYBERTECH100 2022 The World's Most Innovative CyberTech Companies for Financial Services

GLOBAL INFOSEC AWARDS WINNER CYBER DEFENSE MAGAZINE 2022

Center for Threat-Informed Defense FOUNDING AFFILIATE MITRE ENGENUITY

ISO 27001:2013 Certified

AICPA SOC 2

Center for Threat-Informed Defense FOUNDING AFFILIATE MITRE ENGENUITY

Member of Microsoft Intelligent Security Association

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