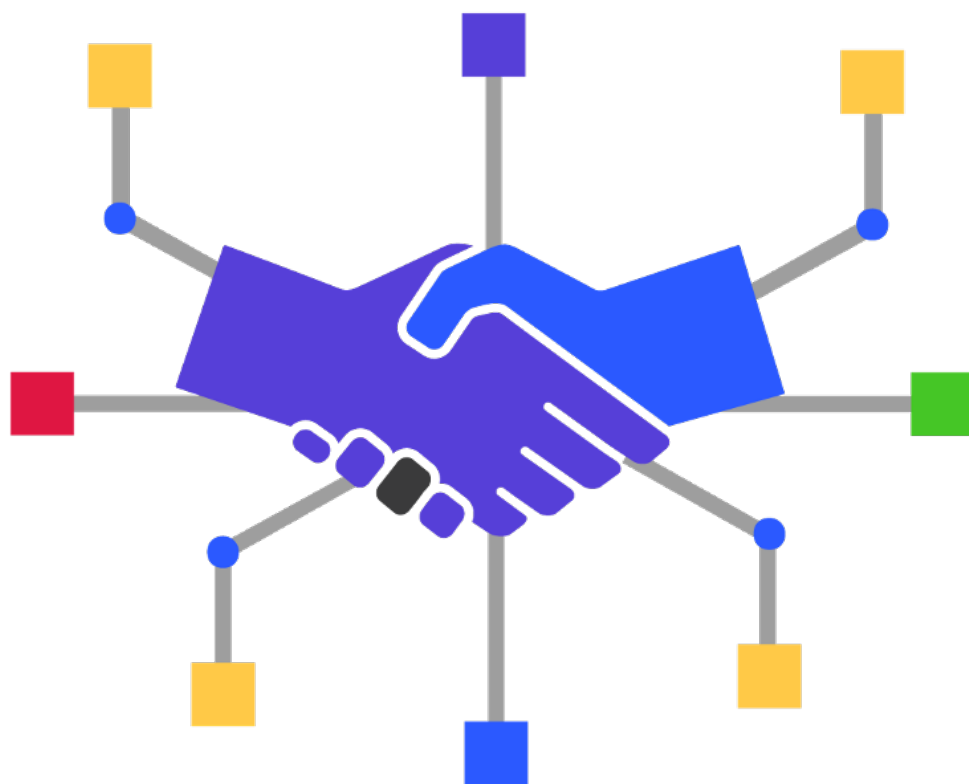
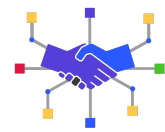


# Netenrich GCP Partner Program Overview

Resolution Intelligence Cloud™ accelerates Google  
Chronicle time to value





# Netenrich GCP Partner Program Overview

## Resolution Intelligence Cloud accelerates Google Chronicle time to value

Partner with Netenrich to expand your GCP Security portfolio offerings. Our goal is to help you improve service margins and scale your business by accelerating your customers' success with a low-touch, but augmented Chronicle experience.

Our cloud-native Resolution Intelligence Cloud platform operationalizes and adds value to Google Chronicle with unique capabilities that up-level security teams and dramatically increase their effectiveness. Resolution Intelligence Cloud has the scale and speed of Chronicle built in, and adds multi-level multitenancy, content management, no-code dashboards, and much more.

The combination of Resolution Intelligence Cloud and Chronicle is perfect for customers who want to maintain control of their teams and technology stacks — without the pressure to outsource anything.

## Why partner with Netenrich?

### Partner Program

- Competitive, flexible pricing
- Google Cloud Security portfolio expansion
- Reduction of GCP commits

### Innovative technology at scale

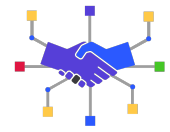
- Cloud-native data analytics platform uses Chronicle as its security data lake
- Modern SOC workbenches with real-time dashboards
- Intelligence, analytics, and automation
- Netenrich threat intel and Threat Analytics Services (TAS)
- And much more

### Differentiate your offerings

- Automation to boost performance and productivity
- Unique options for customers whose needs are too small to purchase Chronicle directly
- No “hostage situations” — customers own their tenants and have 100% access to their data

### Your success is our success

- Technical implementation services and customer support
- Partner portal with resource kits to grow revenue
- Product training / co-marketing support



## Working and winning together

### Expand your market

The Netenrich GCP Partner Program is designed to help those selling Chronicle not only speed time to value, but also enhance Chronicle’s overall value. The program is ideal for organizations that want a better out-of-the-box Chronicle experience, security and digital ops telemetry, and predictable total cost of ownership (TCO).

Netenrich offers technical implementation services and customer support as well as co-marketing opportunities to help you create a clear, differentiated value proposition and go-to-market strategy that increase demand and turn leads into sales. With our program, you can also take advantage of hyper-growth opportunities through Google Marketplace and Google Cloud Platform.



### Enhance capabilities and services

Resolution Intelligence Cloud is a new, data-driven approach for optimizing and securing clients’ digital operations. Its real-time data analytics, machine learning, and automation capabilities help users become more proactive and effective at identifying, prioritizing, and patching vulnerabilities; predicting potential threats; and pinpointing where to focus when incidents occur to minimize business disruption or damage.

Moreover, Resolution Intelligence Cloud adds immediate, out-of-the-box value to Chronicle by offering:

- **Multitenancy for Chronicle instances** — existing or new ones — with one-click access directly to Chronicle.
- **Ease-of-use that speeds adoption:** GUI rule builder, content management, GUI dashboard builder, rule and parser packs, UEBA, MITRE ATT&CK mapping, in-app guides, and more.
- **Extensive alert correlation** (additive to Chronicle) to reduce alert noise by more than 80%.
- **Alert prioritization** aligned to business risk.
- **Operations** data ingestion (hybrid multi-cloud), correlation, and analysis.



## GCP Program Requirements: At a Glance

As an GCP partner, you're eligible to receive the following benefits based on partner program level:

CRITERIA	Program Element	Elite	Elite Plus
	<b>Partnership</b>		
	Revenue target	< \$1M	> \$1M
	Certifications	2 Sales 2 Pre-Sales	4 Sales 4 Pre-Sales

BENEFITS	Program Element	Elite	Elite Plus
	<b>Partnership</b>		
	Dedicated Partner Success Manager and Account Team	✓	✓
	Access to partner portal	✓	✓
	Access to deal registration	✓	✓
	Field sales engagement & support (pre + post)	✓	✓
	Complimentary NFR access to Resolution Intelligence Cloud for internal use	✓	✓
	<b>Sales Enablement</b>		
	Partner newsletter	✓	✓
	Sales and technical training	✓	✓
	On-site partnership launch training		✓
	Lead sharing		✓
	<b>Marketing</b>		
	Access to market development funds (MDF)	\$5,000/year	\$10,000/year
	Marketing campaigns & lead generation programs	2/year	4/year
	Marketing planning		✓
	Custom concierge services		✓

## About Netenrich

Netenrich boosts the effectiveness of organizations' security and digital operations so they can avoid disruption and manage risk. Its Resolution Intelligence Cloud is a native-cloud data analytics platform for enterprises and services providers that need highly scalable, multitenant security operations and/or digital operations management. The platform uses Google Chronicle as its scalable, fast security data lake. Resolution Intelligence Cloud transforms security and operations data into intelligence that organizations can act on before critical issues occur. More than 3,000 customers and managed service providers rely on Netenrich to deliver secure operations at scale.