

# CASE STUDY

# COMPLIANCE

# CYBERSECURITY

# RESELLER PROGRAM



## Business Challenges

- Customers have needs for cybersecurity and compliance
- Reseller is unable to meet them all, leaving the door open to competitors



## Foresite Solution

- Reseller Program via Distribution



## Benefits to Resellers

- Increased revenue without increased overhead
- No Partner agreement needed
- No cost to become Partner
- No quota
- Pick & choose services you wish to offer

# BACKGROUND

Foresite developed our Reseller Program to help Resellers who want to offer a full range of cybersecurity and compliance services to their clients but are concerned with:

- Not enough internal resources or resources with the right skills
- Building a Security Operations Center (SOC) and team is costly
- Need to maintain Separation of Duties to sell, implement, and support solutions
- Being able to properly scope cybersecurity and compliance engagements
- Lack of existing pipeline

# OUR SOLUTION

- Immediate access to full team of cybersecurity and compliance expertise
- Full pre-sales support, including scoping, Statements of Work, and presentation to prospects
- Ability to co-brand or even white label SOC services
- Marketing collateral to help you build pipeline
- Maintain Separation of Duties while keeping competitors out of your accounts

# OUR RESULTS

- 💰 Reseller in Central Region closes pen testing deal worth \$4k in 2 days
- 💰 National Reseller adds Managed Security Service offering and generates \$360k in MSSP pipeline within 30 days
- 💰 New England Reseller leverages Foresite's PCI services to land new national client
- 💰 CT Reseller is able to compete for new healthcare client by providing ongoing testing and MSSP services to help them maintain HIPAA compliance at \$48k/year
- 💰 Reseller in Midwest closes 3 compliance projects worth over \$27k

# ABOUT US

**WORLD HEADQUARTERS**  
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Foresite is a global service provider delivering a range of managed security and consulting solutions designed to help our clients meet their information security and compliance objectives. In the face of increasingly persistent cyber-threats, Foresite's solutions empower organizations with vigilance and expertise to proactively identify, respond to, and remediate cyber-attacks and breaches where they occur. Our team of industry veterans work as an extension of our clients' staff providing peace of mind while securing their most important assets.