

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

OUR RESULTS

- Reseller in Central Region closes pen testing deal worth \$4k in 2 days
- New England Reseller leverages Foresite's PCI services to land new national client
- Reseller in Midwest closes 3 compliance projects worth over \$27k
- National Reseller adds Managed Security Service offering and generates \$360k in MSSP pipeline within 30 days
- 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

WORLD HEADQUARTERS

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