THE RADIFLOW PARTNER PROGRAM
Overview, Requirements & Benefits
BECOME A RADIFLOW PARTNER

Radiflow’s Partner Program offers an array of benefits intended to help our partners to generate high value through strategic services, including cyber-Security knowledge, marketing tools and support and product training programs.

Partnership Types & Requirements

**Solution Partner**

Radiflow Solution Partners are resellers of Radiflow's products and consultancy services.

**Requirements:**

Maintain one technical owner and a demo setup for Radiflow's solutions, and receive quarterly technical and business-related updates.

**Platinum Solution Partner**

Platinum Solution Partners are large resellers and MSSPs with an established install base.

**Requirements:**

Maintain two technical owners, one Tier-1 analyst and a demo setup for Radiflow's solutions, and receive quarterly technical and business-related updates.

**Technology Alliance Partner**

Technology Alliance Partners are developers of synergetic joint solutions with Radiflow. They will be given access to Radiflow's APIs and will be offered dedicated developer support.

**Requirements:**

Maintain one technical owner for Radiflow's solutions.

**Advisory Consultant Partner**

Consultancies and advisors who perform cybersecurity assessments and compliance (e.g. IEC-62443) audits will be provided ad-hoc access to Radiflow's solutions and services as needed.

**Requirements:**

Maintain one Tier-1 analyst for Radiflow's solutions; receive quarterly technical & business-related updates.
Radiflow is committed to providing its partners with all the technical tools and information they need to proficiently learn, operate and integrate Radiflow’s solutions within a project or a joint solution.

### Technical Support by Partner Type

<table>
<thead>
<tr>
<th><strong>Solution Partner</strong></th>
<th><strong>Platinum Solution Partner</strong></th>
<th><strong>Tech Alliance Partner</strong></th>
<th><strong>Advisory Consultant Partner</strong></th>
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<tbody>
<tr>
<td>Access to online Partners portal</td>
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<td>Access to online Partners portal</td>
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<tr>
<td>Access to Partners’ cloud demo environment</td>
<td>Access to Partners’ cloud demo environment</td>
<td>Dedicated Dev SE</td>
<td>Dedicated Dev SE</td>
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<tr>
<td>40-hour web tutorial</td>
<td>60-hour web tutorial</td>
<td>API support</td>
<td>API support</td>
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<tr>
<td>NFR program*</td>
<td>NFR program*</td>
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<tr>
<td>Dedicated SE support</td>
<td>OGT first Installation</td>
<td>Tier-2 support for cyber OT analyst</td>
<td>Tier-2 support for cyber OT analyst</td>
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<tr>
<td>Annual Joint GTM planning workshops (see GTM &amp; Marketing Support)</td>
<td>SIEM Integration</td>
<td>Dedicated SE support</td>
<td>Dedicated SE support</td>
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* Not-For-Resale (NFR) software licenses are intended for educational and/or demonstration (non-production) purposes only.

Available on Radiflow’s Partners’ cloud demo environment, the iSID Industrial Threat Detection & Monitoring System provides threat detection, alerting and full visibility of all assets, protocols and connections, through passive monitoring of distributed production networks.
GTM & MARKETING SUPPORT

Programs and Activities

- Access to dedicated marketing resources
- Co-branded product datasheets, email templates, PowerPoint presentations and promotional videos
- White papers, application notes and case studies, based on field success stories
- Assistance with translation/localization of marketing materials
- Logo & copy on Radiflow's website
- Joint strategic planning
- Participation in Radiflow promotions, including campaigns, ads, and events
- Monthly newsletters and news-flash emails
- Competitive analysis documentation
- Brand usage guidelines for Radiflow logos and materials
- Participation in Radiflow-sponsored tradeshows alongside Radiflow staff (may require partner contribution)
- Field marketing support to help partners with messaging and lead generation activities.
- Annual Joint GTM planning workshops at which Radiflow will present its solution and business activity road-map and discuss market and industry trends (Platinum Solution Partners only)

Online Partner Portal

Partners will have access to a dedicated online repository for:

- Technical resources
- Sales resources
- Marketing guidelines and assets
- Training materials

A sample of Radiflow's recent case studies, white papers and security briefs

Our portfolio of game-changing solutions for ISC/SCADA networks empowers users to maintain visibility and control of their OT networks. Our intelligent Threat Detection and Analysis Platform for industrial cyber-security minimizes potential business interruption and loss within the OT environment.

Radiflow’s team consists of professionals from diverse backgrounds, from cyber-experts from elite military units and industrial system integrators from global cyber-security vendors.

Founded in 2009, Radiflow’s solutions are successfully deployed by major industrial enterprises and utilities, protecting over 4,000 critical facilities worldwide.

**Stats:**
- **4,023** Protected Sites
- **93** Customers Worldwide
- **4** International OEMs
- **3** Tier-1 Automation Vendors

**Main Verticals:**
- Power Generation
- Power T&D
- Renewable Energy
- Oil & Gas
- Transportation
- Water & Wastewater
- BMS
- Process Manufacturing
Scalable, flexible architecture for all types and sizes of industrial organizations

Comprehensive portfolio of detection and prevention tools as well as assessment and monitoring services

Planning value-add: tools for business-driven risk scoring and mitigation planning

Solution designed by industry experts and validated by external labs, protecting over 4,000 sites worldwide