



CYWAREone

Global Partner Program



Welcome to CYWAREone

Global Partner Program.



Our mission is simple: help security teams outpace threats through AI-powered unified threat intelligence management that drives instant action. Our **partners play a pivotal role** in extending this capability across industries and geographies.



Anuj Goel
CEO



Table of Contents

Meet Cyware	01
The Market Opportunity	10
Partnering with Cyware is Easy	18
Benefits of Partnering with Cyware	19
How to Join the Partner Community	20

Company Overview

About Cyware






Cyware is leading the industry in Operationalized Threat Intelligence and Collective Defense, helping security teams transform threat intelligence from fragmented data points to actionable, real-time decisions. We unify threat intelligence management, intel sharing and collaboration, as well as hyper-orchestration and automation—eliminating silos and enabling organizations to outmaneuver adversaries faster and more effectively. From enterprises to government agencies and ISACs, Cyware empowers defenders to turn intelligence into impact.

Company Story

In 2016, Anuj Goel partnered with renowned technologist, Akshat Jain, a brilliant business leader and engineer, driven by solving seemingly unsolvable problems. Together, they co-founded Cyware. Drawing on Anuj's pioneering work at Citi and Akshat's innovative product development at Adobe and Oracle, Cyware solutions break down silos, create unified defense systems, and enable organizations to be threat intelligence-driven. Read the timeline below for a short overview of Cyware's history.



Cyware-at-a-Glance

	Industry-leading TIP and SOAR platforms		Unique Collaboration Tools for Intel Sharing		Orchestration Beyond Incident Response
	Complete Visibility to Connect the Dots and Turn Threat Intel into Intelligent Action		Powerful Modules that Combine into a Complete Cyber Fusion Center		

Key Highlights

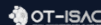
Enterprise Customers

Fortune 500 customers from Financial Services, Healthcare, Government, Manufacturing, Supply Chain, Aerospace and other sectors



Leading ISACs and ISAOs

Powering threat intel sharing for >85% of ISACs and ISAOs



Award Winning Team

More than 50% in engineering. Global teams and award-winning support



Critical Certifications

FedRAMP Ready, SOC 2 Type 2, ISO 27001



We Build Cyber Fusion Centers

Cyware is the only provider of full cyber fusion solution that powers threat intelligence sharing, security automation
And 360-degree threat response.

Virtual Cyber Fusion Center

Threat Intelligence Platforms



Intel Exchange

Threat Intelligence Platform (TIP)

Intelligent bi-directional client-server
TIP for ingestion, analysis and
automated sharing

Actioning/ Automation



Orchestrate

Orchestration and Automation Platform

GUI based Playbooks, Integrations,
Data Aggregation / Normalization



Collaborate

Threat Sharing and Collaboration Platform

Automated threat alert aggregation,
enrichment, and information sharing



Respond

Case Management and Response Platform

Integrated threat response with
advanced "Connect-the-dots"
capabilities to unify intel and SecOps

Cyware Portfolio Delivers

Best in Class Threat Intel and Automation Capabilities

Threat Intelligence

CTI Management and Sharing Platform (TIP)



Intel Exchange

Automated STIX-TAXII based, bi-directional Hub-Spoke TIP for ingestion, analysis, and real-time TI sharing

Strategic Intel Sharing & Analyst Collaboration



Collaborate

Threat advisories, Vulnerability and Malware alert aggregation, enrichment, storage, and sharing

Actioning / Automation

Low-code / No-Code Hyper Orchestration and Automation



Orchestrate

GUI based Low-code, No-code Playbooks, 400+ App Integrations, Nested Playbooks

Advanced Case Management and Fusion Response




Respond

Integrated threat response with "Connect-the-dots" between Intel, Vulnerabilities, Assets, Users, Malware and Threat Actors

Automated TI Contextualization and Operationalization

Technical / Tactical Threat Intel Sources

External Threat Intel

 TEAM CYMRU
Third-Party
Commercial TI
ISACs / ISAOs
CERTs / CISA
OSINT
Cyware-CCM

Internal Threat Intel

EDR
SIEM
Email Security
Malware Sandbox
CSPM
XDR

All SDOs

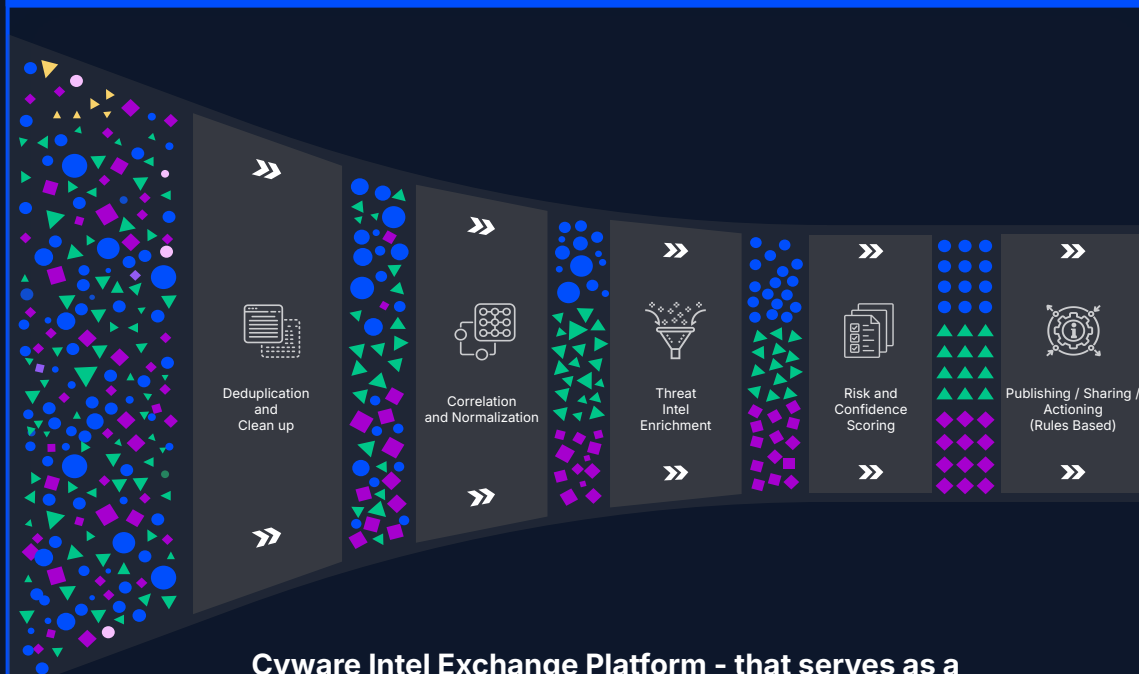
Vuln

TTPs

Malware

IOCs

Threat Intel Processing and Correlation | Cyware Intel Exchange



Threat Intel Sharing / Actioning

Automated Sharing

ISACs / ISAOs
Trusted Partners
CERTs / Govt Entities
Business Units

Automated Actioning

Detection
Endpoint
Cloud
Network
Email
IT / ITSM

MSSPs & Cyware

Creating A Collective Defense Posture



Learn from client incidents and apply those learnings to proactively stop similar incidents for other clients.



Adopt an ISAC approach with centralized intel collection (generated through internal monitoring), enrichment, contextualization, correlation, analysis and sharing.



Become an **Intel generator with relevant, actionable and timely intelligence** for your clients.



Enable proactive **orchestration using the collective intelligence** to stop the attacks on client networks at the earliest.



Deliver Orchestration-on-demand for clients for Incident Response, Intel Response or any other security response required at the client end without requiring multiple SOAR deployments.

MSSPs & Cyware

Threat Intelligence-as-a-Service



Monitor Intel Only



Provide Context



Shared Orchestration & Response



Dedicated Orchestration & Response



TlaaS (Cyware Hub & Spokes Model)

1

Get ROI on existing point solutions

2

Fast path to additional services related revenues

3

Vendor Agnostic modules and 350+ integrations ensure interoperability

4

Customized Spokes cater to your clients' unique threat intelligence needs

5

Cyware Collaborate Platform enables real time collaboration

Unlock More Value with Cyware

Capability	What the Market Offers	How Cyware Helps You Win
Threat Intelligence	<ul style="list-style-type: none">• Unidirectional Sharing• Manual Analysis• Technical Intel Ingestion	<ul style="list-style-type: none">• Grow your value with bi-directional sharing and real time collaboration• Deliver full-spectrum intelligence with end-to-end TIP automation• Differentiate your offerings by tapping into feeds trusted by ISACs, ISAOs, and CERTs• Build client trust with community-driven intel
Incident Response	<ul style="list-style-type: none">• Focus on "Managing Incidents"• Case Management Workflow• Siloed Response	<ul style="list-style-type: none">• Move from reactive to proactive threat response• Stand out by offering context-rich, connected threat intelligence• Drive collective defense through seamless SecOps-DevOps-IT integration• Be the bridge uniting your clients' security teams
Security Automation	<ul style="list-style-type: none">• Incident Response Orchestration• Pay Per Automation• Limited Alert Aggregation	<ul style="list-style-type: none">• Unlock new revenue with flexible, decoupled orchestration• Scale easily using low-code automation and unlimited playbooks• Increase stickiness with cross-source, unified alert management• Offer hybrid options from cloud to on-prem- on your clients' terms

Partnering with Cyware is Easy

Smarter Security. Bigger Returns.

CYWAREone

Profitable ▶

Boost Your Revenue and Win More Deals

- Earn double-digit margins on protected deals—maximize every opportunity
- Close more, faster with award-winning solutions that sell themselves
- Accelerate trust and sales through POCs led by seasoned former practitioners

Streamlined ▶

A Partner Program Built for Your Success

- Clear, transparent deal registration—no surprises, just protection
- Competitive upfront discounts to maximize your margins
- Hands-on sales and marketing support to help you grow faster
- Direct access to dedicated contacts for fast, reliable communication

Rewarding ▶

Drive Long-Term Growth with Every Deal

- Unlock expansion opportunities across accounts and industries
- Introduce new use cases that deepen customer engagement
- Benefit from incumbency to secure renewals and upsells

“

Demand for democratized AI in SecOps is rising—and customers are turning to partners first. **Now's the time to team up with Cyware** to meet that need.

”



Shashi Nair

Head of Channel, North America

The Partner Opportunity

- Introduce cutting edge tech
- Help sift through the AI noise
- Showcase the power of AI across all security and IT tools
- Be your customer's trusted AI advisor
- On-demand learning
- Margins and upsell opportunities

20% Protected Margin on Registered Deals

10% Pass Through Margin



Incumbency Protection for Partner of Record During Renewal



Expansion Opportunities with Modules



Hot Leads

Next Steps

1

Sign Up

- Fill out the easy sign up form at cyware.com/partners/channel-partners
- Cyware's Channel Team will be in touch to set up an Overview & Demo call with you.

2

Collaborate & Learn

- Contact Cyware's Channel Team to get introduced to sellers in your region.
- Learn about Cyware solutions & tech through self-paced training on the partner portal.

3

Sell & Win

- Position and identify opportunities with existing customers & prospects.
- Submit deal registrations on the partner portal and team with Cyware ASAP to win!



For more information you can reach us at:

111 Town Square Place Suite 1203, #4
Jersey City, NJ 07310

www.cyware.com

