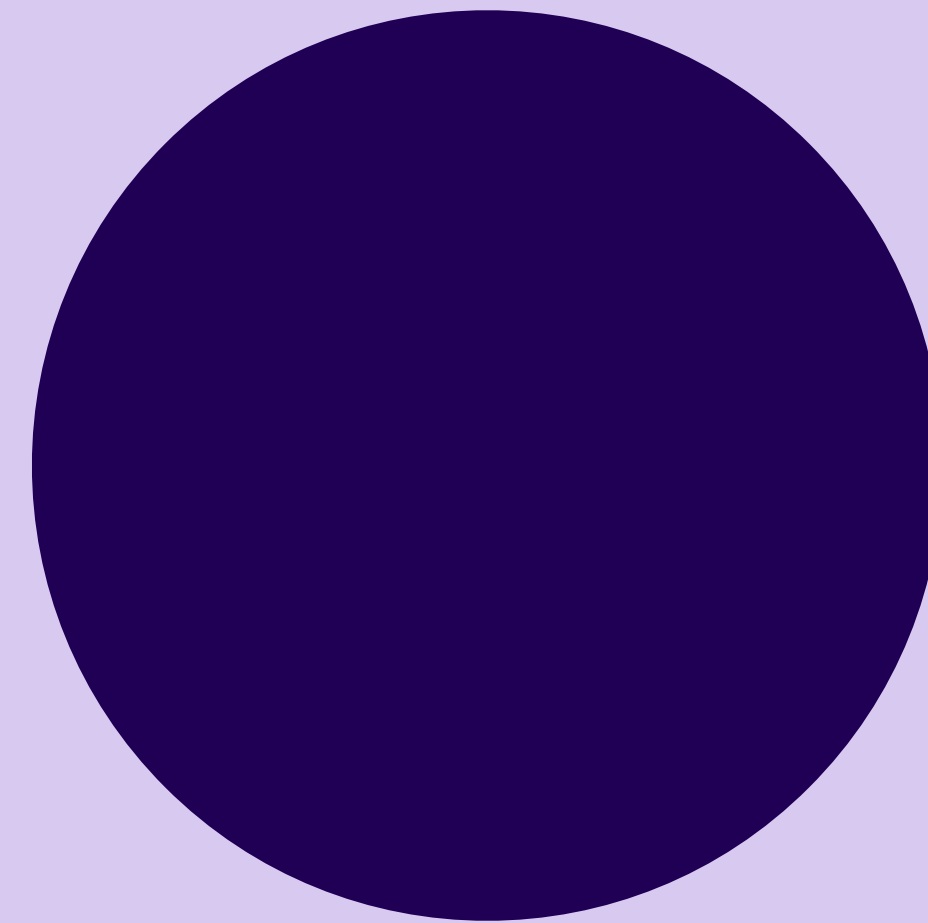


# WithSecure™ Partner Program



# Contents

A Word of Welcome .....	3
Partner Program Framework & Key Requirements .....	4
Benefits Overview .....	7
Performance Rewards .....	9
General Benefits.....	10
Financial Benefits .....	13
Sales Benefits .....	15
Marketing Benefits.....	17
Technical Benefits .....	19
Enablement and Training.....	22
The WithSecure™ Portfolio. ....	24
Contact.....	25



# A Word of Welcome

Partnership is a beautiful thing. When two entities combine the expertise, reach and resources of each, their joint efforts go further to reach a common goal.

WithSecure's Partner Program is designed to provide a framework for working together with our partners to protect our end customers – your end customers, from cyber attacks that threaten businesses today of all sizes. Enabling target-driven cooperation, the Partner Program encourages our partners in growing their cyber security business to its full potential, with WithSecure's backing and support along the way. It provides a structure for partners to offer end customers the latest in cyber defense technologies such as managed detection and response and vulnerability management.

The Partner Program's four-tier levels serve as a ladder for growth that every partner, with dedication and commitment, can ascend. These tiers also represent different working models with WithSecure™: Silver and Registered partners access our services largely via the Partner Portal and inside sales, while Platinum and Gold partners rely on a high-touch working model with WithSecure™.

As an WithSecure™ partner, you'll realize a host of benefits and services to support your business growth. Program benefits and services are built around the following tracks:

- General Benefits**
- Financial Incentives**
- Sales Cooperation**
- Marketing Services**
- Technical Support**
- Enablement and Training**

This playbook outlines the Partner Program framework and describes in detail the benefits of partnership with WithSecure™. Throughout it, you'll notice a recurring theme: Our unparalleled support in every area. We value our partners, and we believe in being there for them every step of the way. And we'll be there for you.

Welcome, Dear Partner.

# Partner Program Framework & Key Requirements

Our Partner Framework consists of four tiers, each designed to recognize excellence and support your success.

## Platinum partner

Platinum partners demonstrate expertise in the full range of WithSecure™ products and services. The platinum tier builds on dedicated commitment and jointly agreed targets and focuses on maintaining and enhancing a proven record of excellence. Platinum partners enjoy an exclusive set of benefits including insider knowledge of markets and technology, plus the broadest access to WithSecure™ resources.

## Gold partner

Gold partners have consistently grown and achieved a solid track record of sales in WithSecure™ solutions. Their success builds on commitment to customer satisfaction and competency in security. Gold partners receive one-on-one consultation for creating a yearly business plan, plus reviews to help achieve jointly agreed goals.

## Silver partner

Silver partners are committed to providing their customers with WithSecure™ security solutions and services. They are focused on growing their sales, as well as improving their security expertise. Silver partners receive enhanced support for sales and marketing incentives which provide a unique means for growing into the gold and platinum levels as well as security competence development, accessible via WithSecure's Partner Portal and free not-for-resale product licenses.

## Registered partner

The WithSecure™ partner journey begins here. Registered partners receive access to discounts, promotions as well as competency trainings to develop their security skills. Learn how to grow your business through cyber security with sales, marketing and training resources accessible via WithSecure's Partner Portal. You're on the path to growth, and we'll help you get there.

# The more you sell, the more you gain.

All WithSecure products and services are included across all tiers.

Partner requirements					Key benefits		
Sales €	Growth	Renewal health	Competency				
400k	Year on year 10%	Renewal target 85% <small>(Seats and value)</small>	15 certifications	<b>Platinum</b>	Technical Service Manager	Partner Advisory Board	Technical support priority
150k	Year on year 10%	Renewal target 85% <small>(Seats and value)</small>	10 certifications	<b>Gold</b>	Expert trainings	Marketing planning & development funds	Sales performance incentives
20k	Year on year 10%	Renewal target 75% <small>(Seats and value)</small>	4 certifications	<b>Silver</b>		Performance-based marketing funds	Portfolio NFR licenses
Partner Agreement		Delivery of customer service (incl. technical support)		<b>Registered</b>		Training enablement	Partner Portal access

Program requirement	Platinum	Gold	Silver	Registered
Partner agreement	X	X	X	X
Assigned Contact Persons	X	X	X	
Sales Target	400 000 Euro	150 000 Euro	20 000 Euro	
New Sales Growth	10%	10%	10%	
Renewal Sales Performance	85%	85%	75%	
Training certifications*	15 certifications, including 3 Advanced Level certifications	10 certifications, including 2 Advanced Level certifications	4	
Delivery of customer service (incl. technical support)	X	X	X	X
Technical support insight sharing	X	X		
Joint business plan and review	X			
Marketing commitments (to gain access to Marketing Developments Funds)	X	X		
Lead & Opportunity follow-up and reporting	X	X		
Website - WithSecure Brand Presence	X	X	X	

**\*Required certifications:** The partner is required to take training from both the sales and technical tracks. The technical track will ensure the partner’s capability to provide customer service (including technical support) to their end customers.

# Benefits Overview

	Program benefit	Platinum	Gold	Silver	Registered
<b>General</b>	Partner Portal services	X	X	X	X
	Partner Communications	X	X	X	X
	Partner Forum	X	X	X	X
	Not-for-resale licenses	X	X	X	X*)
	SPHERE global partner event	X	X	X*)	
	Joint Business Plan	X	X		
	Partner Advisory board	X	X*)		
	Partner Discount	X	X	X	X
	Partner Promos	X	X	X	X
<b>Financial</b>	Performance Rewards	X	X	X	X*)
	Flexible Invoicing	X	X		
	Annual Bonus Program	X	X		

x\*) Based on separate criteria

	Program benefit	Platinum	Gold	Silver	Registered
<b>Sales</b>	Sales support	X	X	X	X
	Deal registration	X	X	X	X
	Demo support and tooling	X	X	X	X
	Pre-sales support	X	X	X	
	Security assessment modelling sessions	X	X		
	Joint sales activities	X	X		
	Partner marketing resources and tools	X	X	X	X
	Partner Logo Program	X	X	X	X
	Partner locator	X	X	X	
<b>Marketing</b>	Sales Leads	X	X	X	
	Marketing Funds	X	X	X	
	Joint Marketing plan	X	X		

	<b>Program benefit</b>	<b>Platinum</b>	<b>Gold</b>	<b>Silver</b>	<b>Registered</b>
<b>Technical support</b>	Technical support tools	X	X	X	X
	Access to Technical Support	X	X	X	X
	Request for sample classification	X	X	X	X
	Support case priority	X	X		
	Support Manager escalation	X			
	Access to self-help raw content	X			
	Technical Service Manager	X			
	Early access to new customer service features	X			
<b>Enablement and training</b>	WithSecure™ Academy Online trainings	X	X	X	X
	Full access to webinar-based trainings	X	X	X	X
	Expert-led classroom trainings	X	X	X	X
	Priority access to learning support	X	X		
	Training source materials	X	X*)		

X\*) Based on separate criteria



# Performance Rewards

Partners	Threshold (to access reward)	Reward
<b>New Partners</b>		
Fast-track Onboarding	Business Plan + Certifications completed	Fast track onboarding program with TSM service
<b>Level-based Rewards for Existing Partners</b>		
Marketing Co-Op Funds	30K€ Annual Sales	Marketing Co-Op fund
Service Design	25K€ Annual Recurring Sales	Service Workshop (on request-basis)
Silver Growth Partner	75K€ Annual Sales	Silver Growth Partner: Extra discount, Logo, WithSecure™ swag
SPHERE invitation for Silver Partners	100K€ Annual Sales	SPHERE global partner event invitation
Gold Growth Partners	300k€ Annual Sales	TSM Standard, Partner Advisory Board invite
<b>Star Rewards for All Partners</b>		
MSP Star	200K total sales and all Elements in managed security service or 3 or more Elements combined with one of our co-security services productized for their service offering	IR playbook for ransomware and MSP star badge
Customer Support Star	Complete a short training on Customer Support models and requirements and provide a short description on how your company fulfills these requirements	Qualified Customer Support certification document and a badge for display
Cloud Migration Star	10 end customers converted from Business Suite to Elements	Exclusive online Elements based-services training with instructors and TSM Standard support for 12 months

At WithSecure™, we believe in celebrating your excellence. When you reach special milestones, we're here to recognize your hard work and dedication with exciting rewards. Whether it's surpassing sales targets, providing exceptional customer support, or achieving big growth, we have special perks lined up to motivate and inspire you.

# General Benefits

Enabling a strong relationship between WithSecure™ and our valued partners, these benefits establish the basis for working together to grow your business and help it reach its full potential.

## Partner Portal services

Target tier levels: all

Partnership has never been easier. WithSecure's Partner Portal is designed to enable business synergy between WithSecure™ and our valued partners. Manage your customers and licenses, access trainings and receive certifications, keep pace with your business plan, get marketing and campaign assets and connect with support, all in one convenient platform. Boost your efficiency, sharpen your competitive edge and drive your growth – it all starts in Partner Portal.

## Partner logo program

Target tier levels: all

When you've gone the extra mile to provide your customers world-class cyber security, let them know. Partners are eligible to distinguish themselves with the official WithSecure™ Partner Program logo and certificate bearing their partnership level. Certificate and logos are available for download from the Partner Portal.



## Partner communications

Target tier levels: all

Stay at the forefront with our regular partner communications featuring up-to-date industry news and market insights, the latest product announcements, events, customer case studies, Partner Portal updates, and much more. Partners can opt in to receive our monthly partner newsletter and sign up for global and local partner webinars. And because the foundation of every good relationship is open communication, partners will have channels to contribute their valuable feedback and ideas for improvement to WithSecure in the Partner Forum, the Partner Portal, and through events like Sphere and the Partner Advisory Board.

## Free Not-for-Resale Licenses

Target tier levels: all

Reduce your own security expenses and expand your knowledge of our latest technology with a complimentary bundle of WithSecure licenses for daily use in your business. Use these licenses for product testing, internal training, securing your own IT environment, or establishing a demo environment to present WithSecure™ solutions to end customers.

## Partner Forum

Target tier levels: all

Community is at the heart of success, and everyone is part of a community in some way. We invite our partners to connect, learn, and thrive together in the WithSecure™ Community. Gain exclusive access to valuable resources including self-help content and collaborative discussion to fuel your success. Together, with the support, knowledge sharing, and inspiration of community, we can elevate each other to new heights, and strengthen our businesses and relationships.

## Partner Advisory Board

Target tier levels: Platinum, selected Gold

We invite our top partners to join us at our exclusive Partner Advisory Board to shape the future of WithSecure™. Share your opinions, contribute to our product roadmaps, and influence our overall business strategy through facilitated, interactive sessions. Together, we'll refine our offerings, update our current products, and create innovative, groundbreaking solutions while staying ahead of the competition. Join us and let your voice be heard.

## Joint business plan

Target tier levels: Platinum, Gold

The yearly joint business plan creates the foundations of our strategic partnership and sets the stage for how WithSecure will support our partners and secure the necessary resources and investments to do so. We'll involve key stakeholders and line management from both organizations in sales, marketing, and technical and support services. Covering strategy and alignment, sales, investments, incentives and more, the joint business plan serves as a basis for the quarterly business review process. After completing the joint business plan, partners will have the confidence that WithSecure understands their objectives and needs, and that together we'll chart a path to the next level of success.

## SPHERE Global Partner Event

Target tier levels: Platinum, Gold, selected Silver

WithSecure™ Platinum and Gold partners are invited to join security experts, thought leaders, and fellow partners for SPHERE, a packed security unconference filled with informative talks and announcements on our latest product launches. Wrap up each day by connecting and collaborating with like-minded partners during our exciting evening programs. For a seamless experience, tickets include accommodations at the prestigious Hotel Clarion.

# Financial Benefits

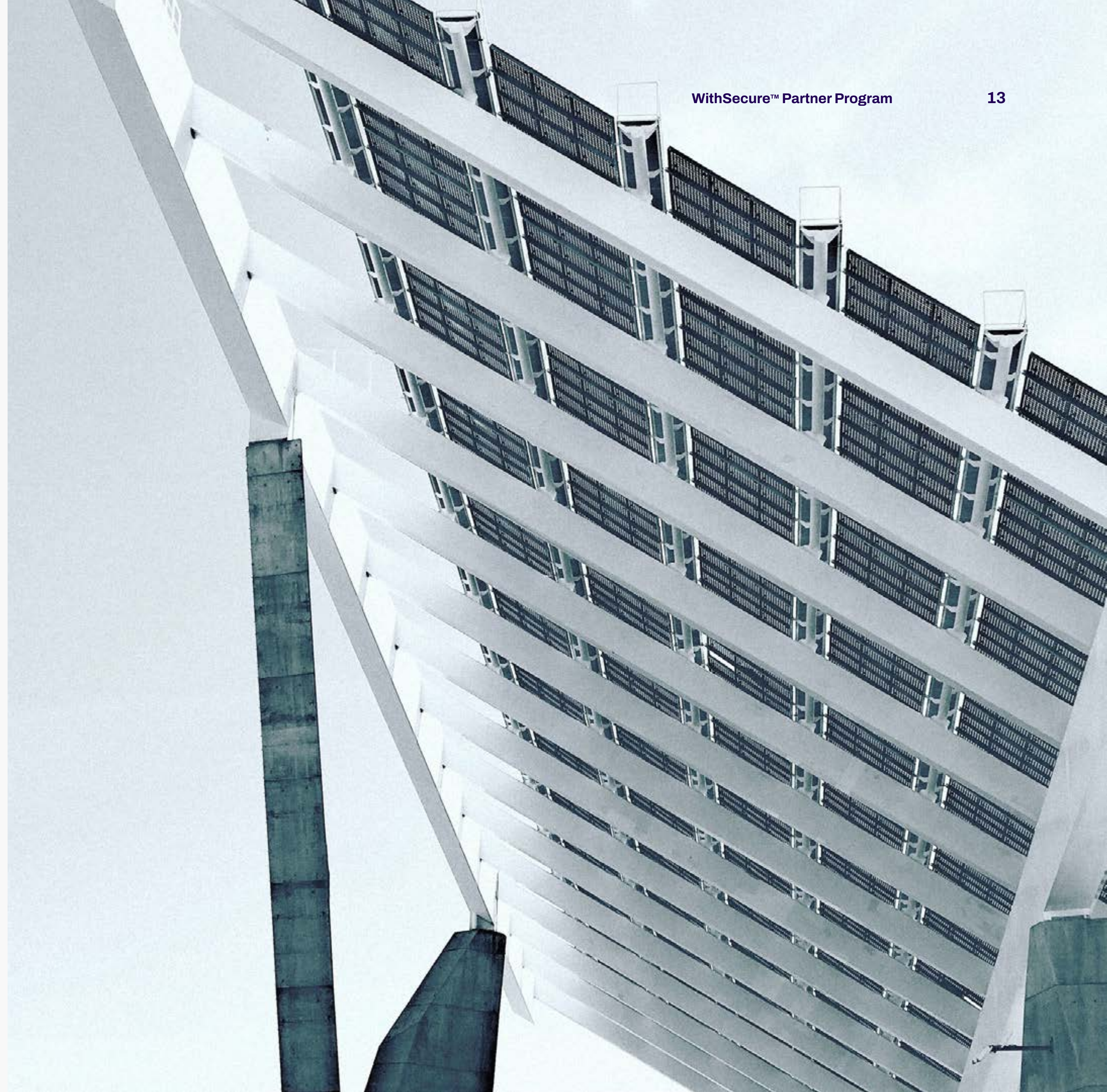
Financial benefits and incentives offer our partners greater margins and smooth business processes, allowing you to grow a profitable, thriving business.

The more you sell, the more you gain. All WithSecure products and services are included across all tiers.

## Partner discounts

Target tier levels: all

Every partner wants solid margins and profitability in their solution sales. And that's what every WithSecure™ partner gets, with exclusive discounts from official list prices. Your success is our success, and that's why we reward growing sales volumes with higher discount percentages – and higher margins. So, your dedicated commitment never goes unnoticed. Discount percentages are based on Partner Program tier levels.



## Partner promotions

Target tier levels: all

Introduce new solutions to the market while gaining extra margins from WithSecure™ solution sales. When you participate in special sales and marketing promo campaigns, you'll get to do both. To learn about promotions, subscribe to the partner newsletter or other channel communications. Campaigns may be restricted to certain partner levels.

## Flexible billing options

Target tier levels: Platinum, Gold, Silver

Your business is unique, and so are your business processes. That's why we offer flexible billing options to support your increased profitability in doing business with WithSecure™. We offer different options for invoicing methods, and based on your needs and preferences, we'll agree on one to help you minimize your invoice-handling costs and resources. Whether it's consolidated invoicing once a week, electronic invoicing or another option, we'll help you find an efficient solution. Some limitations apply.

## Sales performance incentives

Target tier levels: Platinum, Gold, Silver

Achieving specific milestones in your business plan deserves specific rewards. Our incentive program awards additional discounts when partners reach sales targets that we've agreed on in the jointly developed business plan. Targets are set and results reviewed on a yearly basis, and the incentive is received as a back-end rebate after results are confirmed at the end of the calendar year. Maximize your margins even more, and increase your motivation to succeed.

## Performance Rewards

Target tier levels: Platinum, Gold, Silver

At WithSecure™, we believe in celebrating your excellence. When you reach special milestones, we're here to recognize your hard work and dedication with exciting rewards. Whether it's surpassing sales targets, providing exceptional customer support, or achieving big growth, we have special perks lined up to motivate and inspire you.

## Annual Bonus Program

Target tier levels: Platinum, Gold

We're a team, so when you achieve specific milestones from your business plans, we celebrate by offering exciting incentives to propel your profitability and growth to new heights. Our Annual Bonus Program awards your success, offering additional discounts when our partners exceed sales or qualitative targets that we've established together in the Joint Business Plan. Targets are set and reviewed annually and earned incentives are paid as a back-end rebate at the end of the calendar year.

# Sales Benefits

Full-fledged support for our partners in refining their offerings, nurturing the sales journey and bringing deals to a close.

## Sales support

Target tier levels: all

When you need sales support with your end customers, we're there for you. WithSecure™ assists partners in end-customer interaction during the sales process and during customer events. Whether it's attending your customer event in person or helping design the best solution or service for one of your customers, our knowledgeable and professional advisors will help you close the deal. Their expertise will also help educate and equip your sales teams. WithSecure™ sales managers, pre-sales engineers, solution sales experts and other advisors are available.

## Pre-sales support

Target tier levels: Platinum, Gold, Silver

Ensure your product and service offerings are solid and competitive. Pre-sales support means having the assistance of qualified WithSecure™ sales engineers and other subject matter experts to help you build an offering that maximizes customer satisfaction and saves costs. Our professionals will provide trainings and share their knowledge and expertise to help you win more deals. Partners can also request sales engineer consultation for challenging offers and sales situations, for example, in selecting the right solution and configuration for specific end customers. Pre-sales support also functions as a channel for partners to provide feedback and feature requests to WithSecure™ product development.

## Deal registration

Target tier levels: all

Protect your opportunities and gain exclusive benefits, such as additional discounts and pre-sales support, by registering your small- to mid-size deals with us. Partners register the deal in the Partner Portal and will have 90 days to close the sale with support from WithSecure™ (extensions available on request). Get ahead of the competition and win more deals with our Deal Registration program.

## Sales leads

Target tier levels: Platinum, Gold, Silver

When we work together, we're unstoppable. That's why we're committed to passing valuable sales leads on to our partners. Say goodbye to going it alone and, instead, directly receive high-quality leads to accept and qualify. And, your WithSecure contact person will always be on hand to assist so you can effortlessly convert these leads into valuable new customers.

## Joint sales activities

Target tier levels: Platinum, Gold

Do you have strategic end customers you'd like to win but could use extra support in doing so? WithSecure™ key account managers and sales engineers can personally accompany our partners to meetings with selected end customers to help win the deal. Our sales experts will consult in choosing the best product solution and configuration for the specific customer environment.

## Demo Support and Tooling

Target tier levels: all

Seeing is believing, and we know your customers will want to see what we have to offer. We equip our partners with the latest demo support and resources to deliver compelling demonstrations of our portfolio and tools to win over customers. From instructions, demo data, interactive demos to support and a few extra NFR licenses, we've got you covered. And, in some cases, we can even join the customer demo with you. Seamlessly show off the portfolio and all its strengths with this comprehensive collection of resources.

## Security Assessment and Modeling sessions

Target tier levels: Platinum, Gold

Platinum and Gold partners are able to request a more in-depth session from country teams to discuss the results, including how to leverage these sessions and the security report into product sales to end-customers.

All partners can use the tool for free on the WithSecure website.

Support your customers in staying one step ahead of threats and fortifying their businesses with the WithSecure™ Security Assessment Modelling tool. Determine the outcomes that are most important to your customers, identify existing gaps, and provide actionable insights to help them succeed.



# Marketing Benefits

Enabling partners' marketing activities with assets, trainings, support and resources to help drive awareness and create demand.

## Marketing resources & tools

Target tier levels: all

The right marketing materials attract, engage, and inform potential customers, so WithSecure equips its partners with an arsenal of compelling content and campaigns, assets, and easy access to marketing tools. From brochures, customer case studies, whitepapers, and guides to ready-made marketing campaigns, you'll have everything you need to accelerate the go-to-market process and captivate your audience. All collateral and tools are always available via the Partner Portal.



## Partner listing on WithSecure™ partner locator

Target tier levels: Platinum, Gold , Silver

When customers in your market are seeking a reliable cyber security partner, they'll find you. All partners and their contact details are listed on the WithSecure™ website's Partner Locator tool. It's an easy way for end customers to find local WithSecure™ resellers who match their IT security needs. Your listing boosts your visibility and enables sales leads.

## Performance-based marketing co-op funds

Target tier levels: Silver

We'll share the costs of partner-driven sales and marketing activities so your money goes farther. Marketing co-op funds can be used for online and offline marketing activities, sales promotions and more. Marketing co-op funds are allocated to partners as a percentage of sales, based on specific details and rules that are available through the Partner Portal.

## Marketing development funds

Target tier levels: Platinum, Gold

Accelerate your business growth and support reaching your targets with access to flexible marketing funds. Get financial resources to carry out marketing activities that drive demand creation, product awareness and sales effectiveness. Discretionary funds are allocated based on the jointly created business plan and marketing activity plan following the MDF guidelines. Funds are offered on a case-by-case basis as reimbursement after the marketing plan is approved by WithSecure™ and results of marketing activities are reported.

## Joint marketing plan

Target tier levels: Platinum, Gold

Interested in getting marketing development funds to jumpstart your marketing activities? Your next step is the joint marketing plan. A WithSecure™ regional or country marketing manager will assist you in creating this plan and in defining your proposed marketing activities in detail. In the process, you'll also get guidance on marketing activity measurement and how to get the best ROI. Activity planning and results reviews are part of the QBR (quarterly business review) process.

# Technical Benefits

Providing partners with full support for technical issues, from self-help resources and phone tech support to malware sample classification and a dedicated technical service manager.

## Technical support tools

Target tier levels: all

Don't let issues, bugs, or questions slow you and your business down! With our repository of technical support tools and materials, streamline troubleshooting and find the answers you're looking for. All WithSecure™ partners can access our suite of self-help resources, such as the WithSecure™ Community, Knowledge Base, product manuals, and solution descriptions. Partners can also use these resources to stay informed on the latest malicious threats, including descriptions and removal instructions, and use our technical tools, such as diagnostic file collectors, reset tools for updating agent components, database updates, uninstallation tools to investigate and handle them.



## Access to technical support

Target tier levels: all

When self-help tools and resources aren't enough, all WithSecure™ partners can reach out directly to WithSecure™ Technical Support. Our technical specialists are standing by to rapidly resolve your issue, ensuring that you can get back to business fast. And, with unlimited access, you can open as many cases as you need. Silver and registered partners have access during business hours, while Gold and Platinum partners have 24/7 priority access.

## Request for sample classification

Target tier levels: all

Have you run into a file or URL that seems suspicious, but you just aren't sure? We're here to lend our expertise and give you some peace of mind. All partners can submit these samples and our analysts in WithSecure™ Labs will identify them, allowing you to navigate the uncertainty and make informed decisions. Gold and Platinum partners will receive special priority case handling.

## Support case priority

Target tier levels: Gold, Platinum

We prioritize your new support cases for faster response. Platinum partners will, on top of that, enjoy WithSecure™ Business Support response and resolution target times as defined in the Premium service level.

## Customer satisfaction reporting

Target tier levels: Platinum, Gold

Gain valuable insights and a competitive edge with visibility into end customer satisfaction. WithSecure keeps a pulse on where our end-customers stand and will share these reports with Gold and Platinum partners so we can adapt, improve our messaging and positioning, and find ways to serve our end-customers, together.

## Early access to new customer service features

Target tier level: Platinum

Be the first to know about new customer service enhancements and plans in development. At WithSecure™, we strive for innovation and that extends to how we offer customer service. Together with our most experienced partners, and based on your feedback, we pilot new improvements to our current customer service offering and offer sneak peeks into the latest developments that we want to tailor specifically for you. Stay tuned for these updates and know that we'll be in touch as these projects progress for your feedback and insights.

## Technical service manager

Target tier level: Platinum

Technical Service Managers (TSM) are the partner's advocate, our in-house experts that take care of all their needs. TSMs arm partners with the knowledge needed to ensure seamless usage of WithSecure™ solutions and champion their needs, taking partner concerns and technical feedback forward to our internal product teams. TSMs are invaluable, from helping you find the best self-help tools, to providing technical expertise and empowerment, to resolving any technical issues, to keeping you updated on the most important WithSecure™ product news. TSMs are your point of contact for getting it done.

## Access to self-help raw content

Target tier level: Platinum

How-to and troubleshooting documentation will be shared with our Platinum partners upon request. By using WithSecure™ produced self-help content, you can better support your end-customers with up-to-date troubleshooting documentation. The documentation can be customized and delivered in various formats (xml, html, doc, pdf, etc.) which can then be made available in your own self-service portal(s).

## Support manager escalation

Target tier level: Premium

Platinum partners that are not satisfied with the progress of an ongoing support case can escalate any issues directly to our support managers to receive personalized attention and ensure timely resolution. Don't settle for frustration, escalate with ease by forwarding your case to the dedicated support manager inbox.

# Enablement and Training

Helping our partners and their employees become authorities on today's cyber security challenges and how WithSecure™ solutions solve them.

## WithSecure™ Academy online trainings

Target tier levels: all

Our partners enjoy the incredible advantage of accessing free online trainings in the WithSecure™ Academy Learning Portal, with basic and advanced level trainings suitable for all audiences. Our courses cover the full WithSecure™ portfolio offering, the competitive landscape and developments in cyber security, product-line specific knowledge to successfully drive WithSecure™ product sales, and technical details on how to administer and perform L1 and L2 support for each product. With the wide array of trainings at your fingertips, you can sharpen your skills, stay ahead of the competition, and unlock your full potential.

## Full access to webinar-based trainings

Target tier levels: all

Our WithSecure™ experts regularly host short, multi-part webinars to provide specialized training and deep dives into security topics of interest for partners that sign up. Once the course has been completed, recordings from each session of these engaging webinars are also uploaded to the WithSecure™ Academy for all partners to access and enjoy.

## Expert-led classroom trainings

Target tier levels: all

WithSecure's instructor-led expert level trainings offer deep dives into security topics such as security architecture, forensics and incident response, security assessment, phishing and behavior sciences, and the current threat landscape. These trainings delve incredibly deep and involve cooperation with WithSecure™ solution teams, experts, and WithSecure™ Labs. Successful completion of training results in a 2-year certification.

## Priority access to learning support

Target tier levels: Platinum, Gold

Our Certified Training Partners and our Platinum and Gold Partners will enjoy unrivalled assistance and faster response as our support team prioritizes your training needs. We'll help you overcome any roadblocks or resolve setbacks on your learning journey with our signature personalization and expert guidance, and resolve your cases first.

## Training source materials

Target tier levels: Platinum, Gold

Gold and Platinum partners can request access to WithSecure's training source materials to help them train their customers and personnel in using WithSecure™ products. With these raw materials, you can tailor your learning experience, adapt them to your unique needs, and shape your success. Contact the training team to learn more.

# Portfolio

## W / Elements™

### Real-time threat intelligence

WithSecure™ Security Cloud is the cornerstone of our security capabilities. The cloud-based threat analysis and detection service gathers real-time threat intelligence from tens of millions of security sensors across the globe, analyzes it in the cloud and applies it almost instantly. Security Cloud's threat intelligence evolves constantly, and our top analysts fine-tune detection logic relentlessly to keep you on top of the threat landscape.

### WithSecure™ Elements Vulnerability Management

allows you to minimize your attack surface and risk by identifying your organization's assets, and pinpointing exactly where they are vulnerable and where the most critical loopholes are.

### WithSecure™ Elements Endpoint Protection

is the core element you can count on – and forget. It arms you with a powerful combination of global threat intelligence, behavioral analysis and reputational threat analysis to ward off the most sophisticated ransomware, malware, and zero-day threats.

### WithSecure™ Elements Collaboration Protection

fortifies the cloud collaboration platform's built-in security measures with a powerful security layer to ward off malicious content and phishing attacks, and to detect account compromises and inbox rule manipulations.

### WithSecure™ Elements Endpoint Detection and Response

gives you the accuracy and speed to detect and respond to advanced threats instead of struggling with alert fatigue and data flood. It empowers you to hunt threats efficiently with instinctive detection capabilities and versatile response actions. You will spot even the most sophisticated behavioral anomalies.

### WithSecure™ Elements Cloud Security Posture Management

helps you to manage the security of your cloud infrastructure through the proactive identification of misconfiguration risks on a regular basis. The solution performs environment scans and completes comprehensive checks for insecure cloud configurations, providing guidance on the remediation steps for the found security issues.



# Who We Are

WithSecure™, formerly F-Secure Business, is cyber security's reliable partner. IT service providers, MSSPs and businesses – along with the largest financial institutions, manufacturers, and thousands of the world's most advanced communications and technology providers – trust us for outcome-based cyber security that protects and enables their operations. Our AI-driven protection secures endpoints and cloud collaboration, and our intelligent detection and response are powered by experts who identify business risks by proactively hunting for threats and confronting live attacks. Our consultants partner with enterprises and tech challengers to build resilience through evidence-based security advice. With more than 30 years of experience in building technology that meets business objectives, we've built our portfolio to grow with our partners through flexible commercial models.

WithSecure™ Corporation was founded in 1988, and is listed on NASDAQ OMX Helsinki Ltd.

WithSecure™ reserves the right to make any modifications to the WithSecure™ Partner Program product and service coverage and overall offering, subject to a 30 days' prior notice.

