GURUCUL
PREDICTIVE SECURITY ANALYTICS

INSIDER Partner Program   HIGHLIGHTS

The Gurucul INSIDER Program is focused on building a network of high-quality solution providers and value-added resellers (VARs) capable of delivering and supporting world-class user behavior analytics (UBA) and identity and access intelligence (IAI) solutions. Together, we will build a long-term profitable partnership. Becoming a Gurucul INSIDER, provides you with rewards and benefits to help grow your business.

"Hands down, the most sophisticated example of behavior analytics..."

SC MAGAZINE
FOR IT SECURITY PROFESSIONALS

SC Magazine
July 2015

Partnering with Gurucul

When you work with Gurucul you are working with the market leader for UBA and IAI. Gurucul provides the only solution that enables organizations to prevent, detect and deter insider threats, data exfiltration and privilege access misuse. As a partner of Gurucul, you can differentiate your organization as a total solution provider for the enterprise, beyond just traditional defense in depth network security and intrusion prevention. Gurucul is committed to employ industry leading best practices in channel partnering. Our investment in a partner program is a critical building block for our mutual success.

Gurucul is committed to our partners, by investing through our dedicated sales team, technical and support resources to help you succeed.

- Become a select partner in a fast growing, high-margin business
- Differentiate against your competition by offering the best-in-class solutions
- Accelerate revenues with access to sales and technical experts with a proven sales process
- Collaborate on marketing programs with experts in driving revenue

🎁 INSIDER Benefits

- Enabling business success through collaboration, innovation and execution
- Empowering partners with opportunities for business growth and differentiation
- Increasing partner pull through revenue by complementing the security solution ecosystem
- Higher services and renewal rates as Gurucul proactively ensures customer satisfaction
- Gurucul Risk Analytics provides actionable risk intelligence for insider threats, account compromise, data exfiltration, excess access risks, access outliers, shared accounts and more

☰ Partnership Highlights

- Award winning hybrid solution architecture for on-premises and cloud apps
- Methodology to reduce excess access risks and detect unknown threats
- Large enterprise customer success stories and use cases (150+ models)
- Partner enablement, training, tools and information to drive success

The compromise and misuse of identity is at the core of modern threats. INSIDER partners address identity as an access and threat plane to reduce access risks and detect unknown threats for their customers.

◥ Awards

ABOUT GURUCUL

Gurucul is changing the way enterprises protect themselves against insider threats, external intruders and cyber fraud on-premise and in the cloud. The company's user behavior analytics and identity access intelligence technology uses machine learning and predictive anomaly detection algorithms to reduce the attack surface for accounts, unnecessary access rights and privileges, and identify, predict and prevent breaches. Gurucul technology is used globally by large enterprises in finance, banking, insurance, manufacturing, hi-tech, pharmaceutical and retail.

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