

Managed Security Service Provider Partner Program

Helping Managed Security Service Providers Simplify Security Service Delivery

Businesses of all sizes are increasingly relying on Managed Security Service Providers (MSSPs) for cost-effective security services. The growing demand has been fueled by rising security threats, changing regulatory requirements, as well as greater executive awareness of IT and cybersecurity-related risk.

TraceCSO is a cloud-based security services delivery platform that was specifically designed to help IT service providers increase the profitability associated with existing security service offerings, as well as generate new revenue streams. Whether you are a Managed Security Services Provider that is experiencing high-growth, or a Managed Service Provider (MSP) in the process of building a security services portfolio, TraceCSO helps you:

- **Increase Profitability** — By leveraging a single tool for security and compliance services, you establish and maintain process consistently across your entire service delivery model.
- **Grow Revenue** — As your existing customers' security and compliance requirements escalate, they will require additional products and services that you will be able to deliver.
- **Increase Profitability** — With a security product and service offering, you will have access to new revenue streams associated with the high-growth security and compliance market.

Information Security and Compliance Services to Drive Revenue Growth

TraceCSO provides your service delivery teams with a platform to deliver conventional security services in a way that is consistent, repeatable and profitable. Additionally, TraceCSO enables you to present customers with a security roadmap that helps drive additional revenue opportunities through remediation efforts, including project-based work and monthly recurring revenue.



The Strategic Advantages Are Unique and Powerful

TraceCSO was the first cloud-based IT governance, risk and compliance (GRC) solution for risk-based information security, which means we have had the opportunity to customize the platform to meet the specific needs of your service delivery team. Key features and benefits include:

- **Modular Licensing** — With our modular approach to delivery, you have the ability to purchase only those functions required for your service delivery model.
- **Compliance Database** — Built-in integration with the Unified Compliance Framework (UCF) ensures access to over 650 legal and regulatory compliance frameworks, thus reducing the amount of time and effort required to track, manage and update regulatory compliance documentation.
- **Built-in Reporting** — Comprehensive dashboards provide visibility into your security services program and allow you to create everything from routine to sophisticated reports and ad hoc requests — all in real-time, which means you will be able to reduce the amount of time spent writing reports.
- **Scanner Integration** — TraceCSO offers integration options with industry-leading vulnerability scanners, including QualysGuard, Tenable Nessus and Rapid7 Nexpose.
- **Co-managed Environments** — Customers have the ability to use TraceCSO to manage or co-manage their information security programs.
- **Automated Processes** — Leverage workflow and automation capabilities available within TraceCSO to help customers identify gaps in their information security and compliance programs, as well as remind your service delivery team when it is time to perform services.
- **Document Tracking** — A centralized repository ensures your ability to store, track, and manage documents and deliverables for individual customers.
- **Record Retention** — Quickly and easily provide information security and compliance documentation required for internal and external audit purposes.
- **Security File Transfer** — Share sensitive documents, information and data with customers in a secure, centralized and reliable environment.
- **Permission-Based** — Clearly define roles and responsibilities by restricting system access and establishing separation of duties among your service delivery teams.
- **Distributed Workflow** — Manage and distribute tasks that are part of your security service delivery program leading to a more streamlined, productive process.
- **Partner Platform** — To ensure you are able to access your customers TraceCSO environments anytime, anywhere, a centralized platform is available within TraceCSO.

Why Partner with TraceSecurity

The TraceSecurity MSSP Partner Program was specifically designed to help MSSPs increase profitability associated with existing security service offerings, as well as generate new revenue streams. Key program differentiators include:

- **Sales & Training Support** — Our MSSP team will work with you to train your sales team, transfer knowledge and expertise, and help you maximize profitability.
- **Marketing & Brand Awareness** — Dedicated marketing support ensures you have access to the tools and resources necessary to build market share.
- **Industry Expertise** — TraceCSO is backed by seasoned information security professionals ready to assist you, whether you need technical guidance on TraceSecurity's products and services or have industry-related questions.

Learn how you can capitalize from the booming security services market – as a TraceSecurity partner!

For complete details, visit us at www.tracesecurity.com, or call **877-275-3009**.

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