



Partner Program Guide



About ReversingLabs

ReversingLabs is the trusted authority in software and file security. We provide the modern cybersecurity platform to verify and deliver safe binaries. Trusted by the Fortune 500 and leading cybersecurity vendors, the ReversingLabs Titanium Platform® powers the software supply chain and file security insights, tracking over 40 billion files daily with the ability to deconstruct full software binaries in seconds to minutes. Only ReversingLabs provides that final exam to determine whether a single file or full software binary presents a risk to your organization and your customers.



Who We Work With

ReversingLabs' category-defining solutions complement the portfolios of the world's leading security providers. Our partner program has tracks designed for:

- Value Added Resellers (VARs)
- Managed Security Service Providers (MSSPs)
- Value Added Distributors
- Systems Integrators
- OEMs
- Technology Solution Providers
- Independent Software Vendors (ISVs)
- Consultants and Advisory Firms

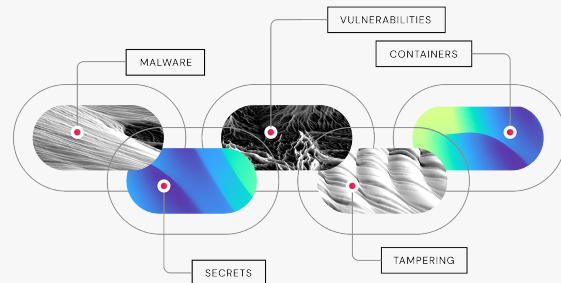
ReversingLabs Solutions for Software Producers, Third-Party Risk Management, and Security Operations

Fortify your customers' defenses against rapidly evolving cyber threats with ReversingLabs suite of solutions.

Spectra Assure for Software Supply Chain Security

For Software Producers and Third-Party Risk Management

- Gain visibility into software supply chain risks beyond vulnerabilities, starting with the most comprehensive Software Bill of Materials (SBOM).
- Protect end users from software supply chain attacks, malware, secrets leakage, tampering, and more.

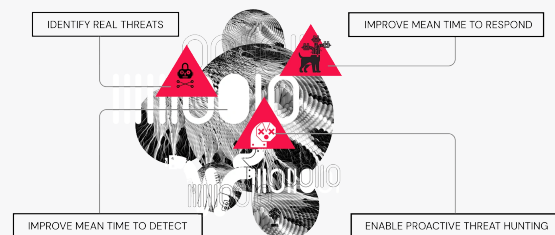


- Manage software risk posture with binary-level security that ensures open-source components, CI/CD workflows, and release pipelines are safe.

Malware & Threat Analysis

For Security Operations, Triage, and Incident Response

- Deep visibility into malware and its behaviors to enable faster and more accurate decisions that reduce response time (MTTD and MTTR).
- The largest private commercial file reputation and intelligence repository of 40B+ goodwill and malware files that provides visibility into new malware "in the wild."



- Enhance the detection capabilities of your other tools by applying metadata, indicators, and behaviors extracted by the Titanium platform.

Benefits of the Reversinglabs Partner Program



Competitive Pricing and Margin

Industry-leading discounts ensure profitability with a sale at any size.



Deal Registration

A seamless deal registration process through the ReversingLabs partner portal locks in opportunities for 90 days with the opportunity for an extension.



Go-To-Market Strategy

Co-create a business plan including joint sales goals, a sales team engagement plan, a communication strategy, demand generation programs, and sales and technical training



On-Demand and In-Person Training

Access on-demand training led by industry experts and receive a certificate of completion to be used for CPE credit. Sales, marketing, and engineering experts will customize training for your teams to ensure that everyone is enabled to communicate software supply chain threats effectively, position ReversingLabs in the context of the security landscape, create the appropriate requirements, and pitch and demo the solutions.



Partner Portal Access

The Partner Portal is a one-stop shop to register deals, track opportunity progression, access marketing materials, download sales tools, and complete training.



Demand Generation and Acceleration

Raise awareness with a high-visibility partnership launch. Reach your audience at every stage of the buyer's journey and create new pipeline in collaboration with ReversingLabs' Partner Marketing team. Qualified partners can utilize funding to sponsor events, digital marketing, and meeting-setting campaigns. Access ReversingLabs' market intelligence to prioritize customer accounts that have demonstrated intent for ReversingLabs solutions.



Product Demo Environment / NFR Licenses

Qualified partners that have completed the ReversingLabs certification program gain access to their unique, custom-built environment for showcasing the product and completing demos.

Partner Program Tiers

The RL Partner Program empowers partners with exclusive benefits to ensure mutual growth. Partners' tier placement is based on the level of engagement with ReversingLabs sellers, volume of deal registrations, and total ACV of opportunities won.

Details on each partner's tier progression are outlined in the terms of the partnership agreement.

| | Referral • | Authorized •• | Premier ••• |
|---------------------------------------|--|--|---|
| RL-Sourced Opportunities | | 10% List Discount RL Products 5% List Discount RL Services | 15% List Discount RL Products 10% List Discount RL Services |
| Partner- Sourced Opportunities | 5 - 10% of Sell Price Introduction + Assistance with Close | 20% List Discount RL Products 10% List Discount RL Services | 20% Margin on Sell Price on RL "Focus Accounts" 15% Margin on Sell Price on all other accounts |
| Marketing Funds | | On Request | Allocated |

Requirements of the RL Partner Program

- Completed partner application
- Completed partnership agreement
- Complete regular product training
- Participate in quarterly/annual sales and marketing strategy sessions

RL Partner Program benefits vary based on the terms described in the partnership agreement. ReversingLabs reserves the right to modify benefits and requirements at any time.



Get Started!

Contact the ReversingLabs Partnership team at
partners@reversinglabs.com

[APPLY TO BE A PARTNER](#)

partners.reversinglabs.com