



# Partner Program

**XONA™** enables zero-trust instant secure access to critical infrastructure from anywhere. We are committed to helping, training, and building strong partnerships to allow our shared customers to flourish.

**XONA** is a purpose-built OT and critical infrastructure solution that enables partners to solve existing access and liability problems with their customers and third-party vendors. **XONA's** install-and-go deployment means customers are provisioned quickly and securely, accessing assets, fleets, facilities, and sites in a few hours. Enjoy considerable value-add capabilities that improve operating efficiencies, offer straightforward centralized management, and aid in cost-effective digital transformation for customers and partners.

## WHY XONA

**XONA** brings instant access to assets to help resolve issues proactively, enables remote access to critical infrastructure, quickly patches systems through secure file management, prioritizes maintenance to maximize uptime, manages passwords, enables third-party vendor access, and reduces technology cost and complexity. Quickly provision users and their access in minutes, streamlining maintenance, adoption, and scalability.

Customers and partners alike choose **XONA** because we are proactive innovators, meet and exceed expectations, and are purpose-built for OT and critical infrastructure systems. Our extensive experience in cybersecurity helps customers meet and stay compliant with NERC-CIP, NIST 800-53, and ISA/IEC 62443 standards.

**XONA's** technology provides a wide variety of features and benefits, including:

- Attack surface reduction with protocol isolation
- Zero-trust by design
- Multi-factor authentication (MFA)
- Centralized remote access and monitoring
- Wait-rooms
- Moderated access
- No disruption to existing technologies or special configurations

- Helps eliminate Shadow IT
- Agentless, clientless, high availability architecture
- Restricts access to approved devices on a user and profile level
- Federated file management
- Video recordings for later playback
- No dependency on “phoning home” or cloud access
- Integrates with SIEMs and other security technologies

## WIN TOGETHER

**XONA** delivers a high-value solution with minimal impact on partner and customer resources. Partners can expand their coverage, offerings, and capabilities to close more deals, show more value, boost productivity, and grow their business. Enjoy a collaborative environment that is dedicated to customer success.

**Strategic Partners:** Expand product and service offerings, open and accelerate new revenue streams, and reach new markets with minimal effort.

**Technology Alliances:** Enhance applications and provide customers with a value-added and fully integrated solution. This category includes tech companies typically structured as joint marketing of products and some integration of offerings.

### Program Tiers

- **Gold:** These partners consider XONA’s solutions an integral part of their business strategy, including setting and achieving revenue goals. These partners receive extensive benefits, including customized technology integrations, sales enablement, and full access and support from customer service, sales, and marketing teams. Joint and co-branded collateral creation are available.
- **Silver:** These partners work closely with XONA’s executives and enjoy sales and technical enablement and support from technical, sales, and marketing resources. Open to joint and co-branded collateral creation.
- **Bronze:** These partners will be able to sell XONA’s solutions with access to technical, sales, and marketing resources.
- **Authorized:** These partners will be able to sell XONA’s solutions with limited access to technical and marketing resources.

“Managing risk from these factors is different from the risk management of IT/traditional security. Bridging the gap between IT/OT is what allows us to effectively manage these concerns while driving innovation and preserving or improving profitability.”

Benefits	Gold	Silver	Bronze	Authorized
<b>Discounts for Registered Sales+</b>				
Software Discounts	Increases with level. Varies by theater.			
Deal Registration Discounts				
Lead Flow/Special Pricing Support				
Renewal Discounts				
MSSP Discounts				
<b>Certification</b>				
Free on-demand training	✓	✓	✓	✓
Free Sales & Pre-Sales certification	✓	✓	✓	✓
Service Delivery training	At Partner Cost			
<b>Marketing</b>				
Joint marketing funds & event support	Approved Business Case			
Rights to use XONA logos per branding guidelines	✓	✓	✓	✓
Logo found on xonasystems.com	✓	✓	✓	
Branding, logos & partner newsletters	Approved Business Case			
<b>Support</b>				
Channel Manager assigned	✓			
Cloud-based Demo Platform	✓	✓		
Access to FAQs & Support Documentation	✓	✓	✓	
Support API Integration	✓			
Access to Help Desk and Customer Support	✓	✓		
<b>Requirements</b>				
Signed Joint Partner Agreement	✓	✓	✓	✓
Access to XONA NFR Appliance	✓	✓		
Sales Training & Onboarding	✓	✓		
Joint Sales & Marketing Initiatives	✓			

## TRUSTED BY INDUSTRY LEADERS

Become a partner today, visit [xonasystems.com/partners/become-a-partner/](https://xonasystems.com/partners/become-a-partner/)

