



## MANAGE CLIENT RISK. ACCELERATE YOUR GROWTH.

Your clients rely on you to protect their business-critical systems and help them navigate the rapidly changing landscape of cybersecurity. Supplementing your capabilities with BALLAST helps you build deeper relationships, provide greater value to your clients, and grow your profitability.

As a BALLAST Partner, you not only have access to a tool that will help you streamline the risk assessment process, but also the expertise of our seasoned IT audit and security consultants, who can provide guidance on best practices. Partner with BALLAST today and take advantage of these great benefits.

### PARTNER BENEFITS



#### Expand Services

Enhance existing service capabilities and identify compliance gaps that can lead to additional revenue opportunities, such as policy and procedure development, security processes and tools.



#### Better Deliverables, Less Time

Automate the risk assessment process and gain greater efficiencies. Real-time dashboards, one-click compliance reporting, and remediation tracking allow you to provide your clients with better deliverables in less time.



#### Promote Your Brand

Our white-label solution allows you to customize BALLAST with your company logo and color scheme, so you can leverage the power of BALLAST, promote your brand, and avoid the headaches of in-house app development.



#### Increase Revenue

Increase margin opportunities by deploying BALLAST to deliver risk assessments at client sites. Plus, earn an attractive margin on recurring revenue on BALLAST sales.



#### Sales and Marketing Tools

As a BALLAST Partner, you will have access to sales enablement and marketing tools, including proposal templates and marketing collateral.



#### Improve Customer Retention

Regulatory mandates often require risk assessments annually to maintain compliance. By providing this critical service, you alleviate a pain-point for clients, while growing recurring revenue and improving customer retention.



#### Partner Support

We believe in strong partnerships, and your success is an integral part of our growth. That's why we are committed to providing you with exceptional service, product training and 8x5 technical support.



#### Low Monthly Rate

Partner and volume discount pricing is available. Annual subscription and licensing agreement, billed at a low monthly rate.

*Working together, we can help you provide **greater value** to your clients – and **boost your revenue**, too.*

**GET STARTED TODAY!**

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