

OWL CYBER DEFENSE

2026 Partner Program Guide

Growing Together Through
Trusted Cross Domain and
Data Diode Solutions



OWL Cyber
Defense™

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A Note to Our Partners

Dear Partners,

Owl Cyber Defense is committed to being an excellent cybersecurity partner and mentor, bringing to bear our expertise in solutions development, technology leadership, professional services and product deployment. Our desire and mission is to lead the world in the most secure network security and cross domain solutions; proven by decades of use.

This Partner Program was established to incorporate leading organizations from around the globe that share our devotion to solving real cybersecurity challenges with the best people and technology in the industry.

We strive to partner with organizations that align with our business goals, mission, and quality standards. Together, we can form a long-lasting relationship that produces value and success for our customers.

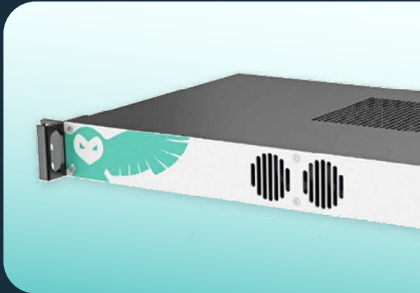
Sincerely,



Scott Orton

CHIEF EXECUTIVE OFFICER OWL CYBER DEFENSE





Our Solutions

Owl leads the world in cross domain and data diode network cybersecurity products, serving the government, defense, industrial, and commercial markets.



Our People

The Owl team is comprised of thought leaders drawn from the government and commercial sectors, technical pioneers with a culture of innovation and a skilled set of professionals ready to assist in securing devices, OS hardening, accreditation guidance, and support services. Owl is building the future of the network security industry.



Our Partners

For over two decades Owl partners have been a valuable extension of the Owl team, reaching into programs and regions as trusted local partners with specific domain knowledge and expertise.



Our Program

Owl provides partners with an opportunity to make a difference in cybersecurity mitigation for our customers. We offer sales and technical training, providing the tools and confidence to be successful in the marketplace; backed up with marketing support to penetrate markets and create a digital presence. As demand for cross domain and data diode solutions grows across government and critical infrastructure, our partners are uniquely positioned to capture this opportunity with Owl as their technology foundation.



Owl Partner Program Overview

The Owl Partner Program was created to build closer, more strategic relationships between Owl and partners who have the need, desire, and commitment to represent our solutions in the market. Our partners bring deep expertise across specific vertical markets and cybersecurity technologies, maintain visibility into customer programs and missions, and offer strong regional and geographic insight.

Our program is designed to enable and empower partners to succeed. To support ongoing market success, we provide sales and marketing support through regular updates, joint campaigns, co-branding, competitive intelligence, content development, and hosted events, while also encouraging and supporting partner-led initiatives. Together, we extend Owl's reach into key accounts and regions, helping customers solve real cybersecurity challenges with the industry's most trusted cross domain and data diode solutions.

Partner Program Benefits



Drive profitable growth with new products, services, and renewal revenue, supported by predictable margins and deal registration incentives, including up to a 15% product discount.



Shorten sales cycles with ready-to-use playbooks, competitive intelligence, and a curated library of technical and marketing assets in the Partner Portal.



Strengthen expertise through ongoing sales and technical training, certifications, and hands-on environments for demonstrations and proofs of concept.



Gain a responsive, single point of contact in Owl's partner management team to support planning, pipeline development, and issue resolution.



Accelerate demand with access to Marketing Development Funds (MDF) for joint campaigns, events, and co-branded content that generate qualified pipeline.



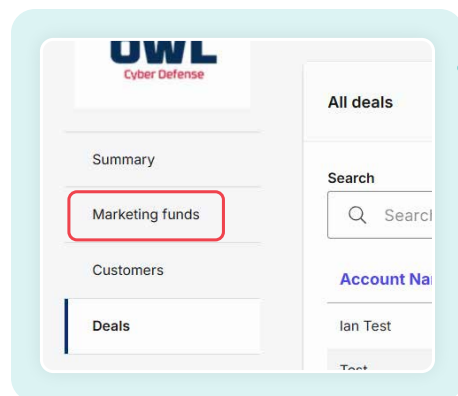
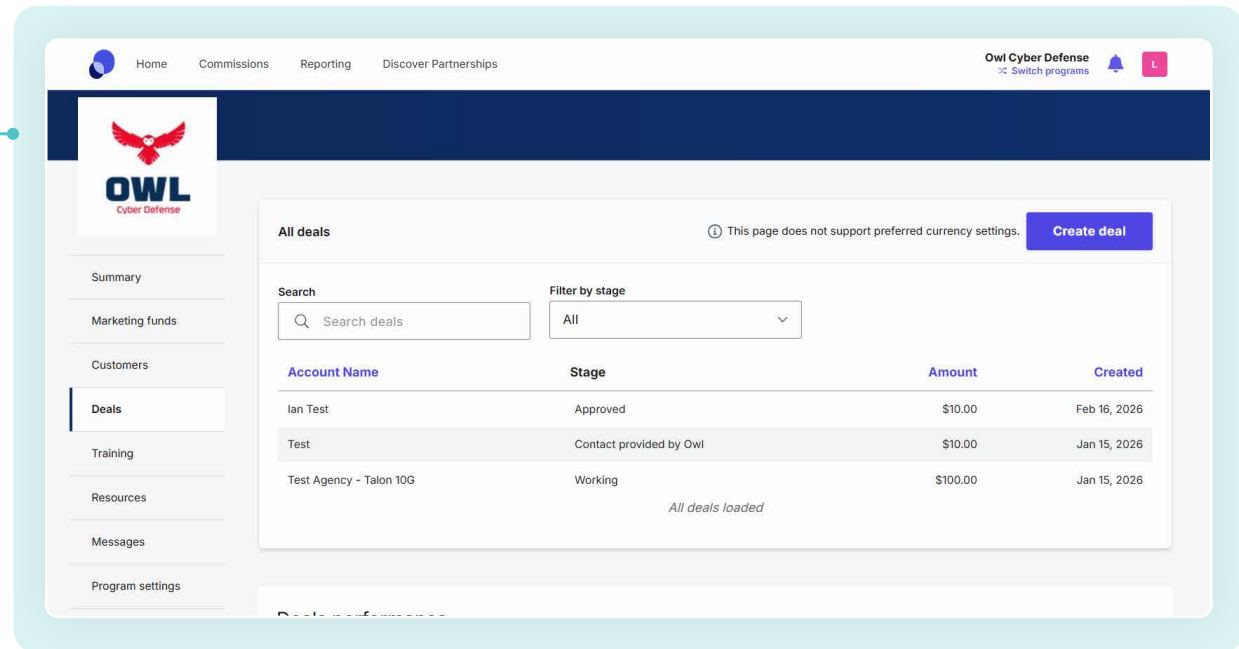
Stay ahead of customer needs with regular access to Owl product updates, roadmaps, and cybersecurity best practices from Owl subject matter experts.



OWL PARTNER PROGRAM BENEFITS

Partner Portal

The Owl Partner Portal is your one stop shop for training, sales playbooks, competitive battlecards, co marketing assets, lead and deal registration, and more. Leverage resources to stay up to date with the latest product and solution updates allowing you to close better deals and become a top producing partner.

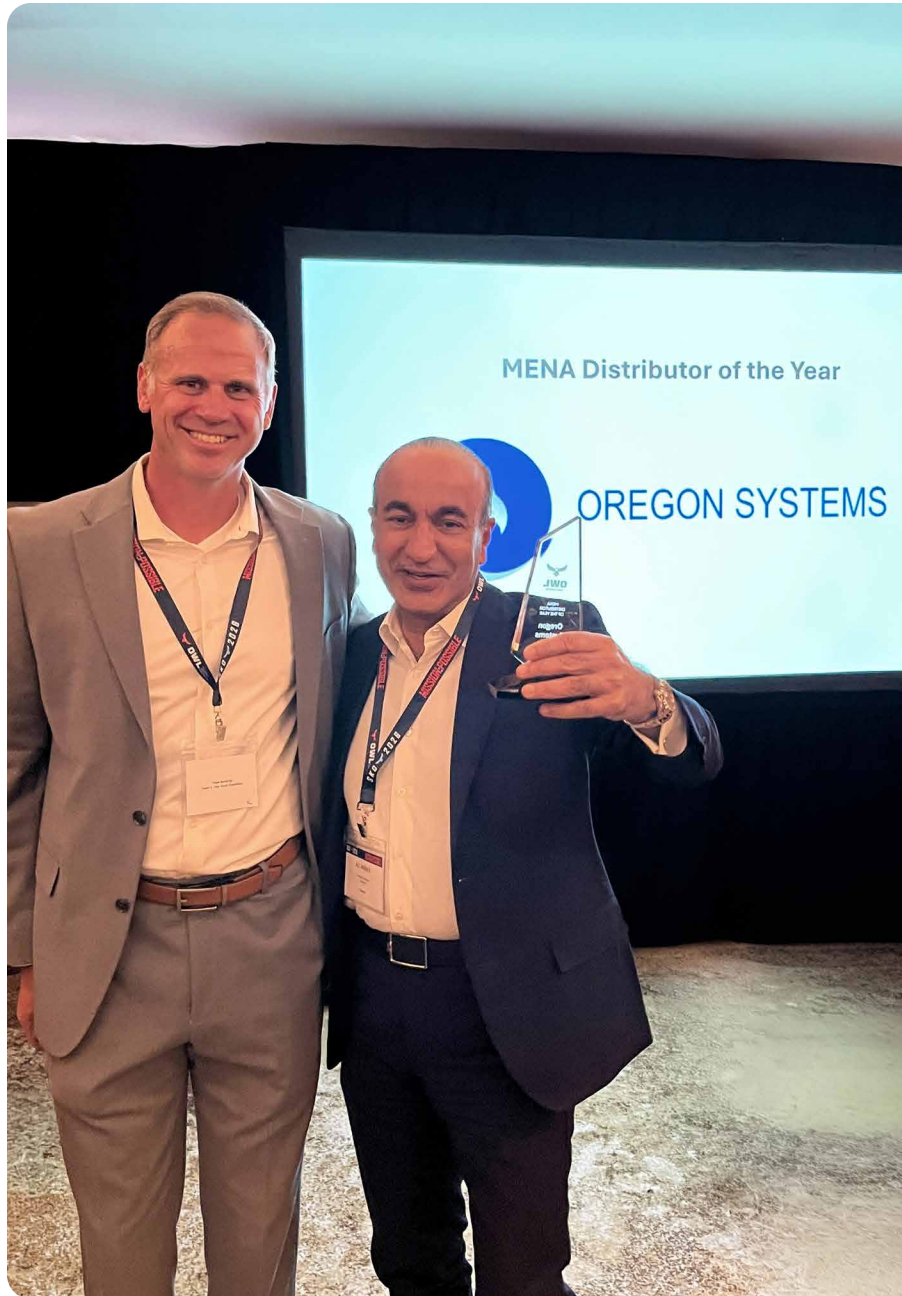


Marketing Development Funds

To support the success and growth of our partners, Owl offers eligible partners the opportunity to earn Marketing Development Funds (MDF). These funds empower partners to amplify brand visibility, accelerate pipeline generation, and drive stronger demand for Owl solutions. Partners can apply for MDF directly through the Partner Portal, and upon approval, collaborate with Owl's Marketing Team on joint marketing initiatives. Eligible activities may include webinars, events, co-branded content, digital campaigns, and other efforts reviewed on a case-by-case basis.

MDF approvals are contingent on clearly defined objectives, alignment to Owl priorities, and post activity reporting on leads, pipeline, and outcomes.





Partner Awards

By becoming an Owl partner, you gain the opportunity to be recognized for exceptional revenue growth, innovation, and customer mission impact. Each year, we honor our top-performing partners at our annual awards ceremony, where standout partners receive the distinguished Owl Partner of the Year award. Recognition is based on a combination of revenue performance, strategic wins, innovation in use cases, and demonstrated commitment to joint customer success.



Our Team

We believe our partners' success is critical to the future success of Owl. We are committed to helping our partners be successful by providing the necessary technical and sales training, backed up by continuous marketing support. Our team of experts view our partners as an extension of our team and are dedicated to helping your organization become experts on Owl's network security solutions.

THE SALES TEAM

The Sales Team is the driving force for profitability, growth, new customers, and partnership success. This team is made up of Sales Executives, Sales Associates and Sales Engineers. Sales Associates will support partners with training on quotes and ordering processing. Sales Engineers will act as key technical advisors, helping with demos and technical use cases.

THE MARKETING TEAM

The Marketing Team drives market awareness and engagement with the Owl brand, creating new leads, continuously generating new content and collaborating with partners on joint marketing activities. Product Managers are also part of the team, regularly sharing news and updates on product launches, release dates, and new features. From co-branded collateral to webinars, the Marketing team assists in bringing the partnership full circle.

THE TECHNICAL TEAM

The Technical Team is responsible for customer support, supporting field deployments and testing, installations, evaluations, proof of concept and technical training. The technical team is available as a resource to assist partners in getting trained and operating independently; and as a perpetual escalation point once partners are trained and certified.

PARTNER MANAGERS

Partner Managers are the liaison between Owl Cyber Defense and our partners. Partner managers are focused on driving partner success and eliminating any barriers in reaching that success. They are the "go to" resource to facilitate communication and interaction with the Owl team.



Partner Expectations

To participate in the Owl Partner Program, partners are expected to meet the following minimum criteria and maintain ongoing engagement.

Owl is looking for partners that are technologically savvy, understand what it means to define, configure, and support a solution and are ready to show customers the future of network security. Owl partners should be able to supply a suite of services to their customers including consulting, pre & post-sales support, installation and provisioning, training, and technical support. Owl will help prepare partners to assist their customers in selecting, implementing, and supporting solutions that include hardware, software and service elements.

Potential partners need to be ready to learn how Owl's products work, the value they represent and how they can be used across different vertical markets to solve an array of cybersecurity issues.

Partner Requirements

Partners who meet these requirements gain access to a comprehensive set of benefits designed to support profitable growth, differentiation, and long term customer success.

SIGNED CHANNEL AGREEMENT: Partners must agree to and accept the terms of the Owl Cyber Defense Channel Partner Agreement. Certain engagement models may require an addendum to be signed following approval.

PROVEN CAPABILITY: Partners must be able to independently drive the sale of Owl Cyber Defense products and services facilitating growth in the number of customers who have access to Owl Cyber Defense solutions.

CUSTOMER ENGAGEMENT: Partners must demonstrate customer success and satisfaction through active customer engagement, on-time renewals and ARR growth.

COVERAGE: Partners must have a dedicated Owl Cyber Defense account manager and executive sponsorship

JOINT BUSINESS PLAN AND BUSINESS REVIEWS: Partners are required to develop a joint business plan that details sales, marketing, technical and enablement milestones, and participate in quarterly business reviews.

SALES ACTIVITY: Partners must demonstrate consistent sales activity (new sales, renewals, pipeline) over a rolling 12-month period.

TRAINING: Partners are required to meet any training objectives established as part of the joint business plan.

NFR Pricing Policy

Partners in the program are eligible to purchase products under **NotForResale (NFR) pricing** for the exclusive purpose of establishing and maintaining internal lab environments that support training, demonstrations, and the delivery of customer facing proofs of concept. NFR units are provided strictly for **nonproduction use**, enabling partners to build representative environments that facilitate technical enablement, presales evaluations, and solution demonstrations. This program allows partners to acquire discounted equipment and software to enhance competency development, accelerate sales readiness, and ensure that customer engagements are supported by accurate, hands on replication of solution capabilities.



Ready to Become an Owl Partner?

How the Program Works

New partners can start by completing the online application form in the Owl Partner Portal today! For all other questions reach out to our Channel Partner Manager, Ian Hutchinson, ihutchinson@owlcyberdefense.com

1

Submit application and complete initial alignment call.

2

Sign Channel Partner Agreement and agree on joint business plan.

3

Complete onboarding and required sales/technical training.

4

Launch joint go to market (deal reg, MDF, campaigns, QBRs).



Owl Cyber Defense Solutions, LLC, headquartered in Columbia, MD, leads the industry in data diode and cross-domain network cybersecurity solutions for faster, safer and smarter decision making. We create solutions tailored for high-risk sectors including the military, government and critical infrastructure. Our advanced technologies enable secure, near-instantaneous collaboration, bridging network barriers to protect critical missions. With a focus on scalability and interoperability, Owl ensures that organizations can maintain secure, reliable, and compliant communication channels against evolving cyber threats.

For more information on Owl, or to schedule a demo, visit www.owlcyberdefense.com.

