

**OWL**Cyber  
Defense

# Owl Worldwide Channel Partnership Program

## KEY PROGRAM GOALS

1. Provide a way for technology developers, integrators and resellers to offer Owl Cybersecurity solutions either as a stand-alone solution or as the integrated security component of an equipment deployment
2. Expand our partner's product and service offering by including the Owl product family as a unique cybersecurity addition to their portfolio
3. Differentiate partner products and services with an industry leading cybersecurity solution
4. Allow partners to develop and capture new revenue streams related to the sales, installation, support and service of Owl products

## Owl Overview

Cybersecurity is a growing concern as evidenced by the fact that leading companies in all industries are investing heavily to protect their critical infrastructure from cyber threats. Owl has been a key part of this investment and is looking to create strategic partnerships with equipment vendors, service providers and resellers to both extend Owl's reach across this huge market and to create best of breed solutions which will best serve joint customers.

Owl has over 2500 deployments globally, achieved by working with end customers, equipment providers and local partners to create cybersecurity solutions for Defense, Intelligence and Critical Infrastructure operations.

Owl's success can be replicated with partners who can offer Owl products as a stand-alone cybersecurity solution or are able to integrate them with other equipment to provide a secure, proven solution.

Owl partners can leverage Owl products and services to expand or strengthen an existing cybersecurity practice or portfolio, or combine Owl products with existing product lines to provide solutions that have built in security.

Owl's wide range of cybersecurity solutions and extensive IT security "know how" enables partners to expand product and service offerings quickly. Partners have access to Owl products and resources needed to confidently engage security executives across a wide range of industries. Owl's cybersecurity solutions have a proven history with the US National Intelligence Community, the US Department of Defense, and the Energy and Utilities Industry.

## PARTNER PROGRAM LEVELS

- 1. Technology Partner:** An OEM manufacturer or software application developer that wants to perform interoperability testing with the Owl dual-diode products. Assuring their customers that the OEM hardware and/or software product has been tested and certified to be operational with Owl's data diode products.
- 2. Integrator/ Value Added Reseller:** Value Added Resellers sell Owl products to their end user customers, providing various levels of presales, sales, integration services, installation, and support efforts. This includes OEMs that have advanced past the Technology Partner stage and need to supply Owl products, as part of an integrated solution with other OEM products and services, to their end customers.
- 3. Master Distributor:** Buys and resells specified Owl products to resellers within the Master Distributor's assigned territory or business vertical.

## Owl's Commitment to Partners

In order to help partners be successful in selling, deploying and supporting cybersecurity solutions, Owl's program includes sales and technical training, special discounted reseller pricing, evaluation units, support for interoperability lab testing, marketing support (collateral, co-branding, ability to partner with Owl at one of the 50+ events we participate in each year, co-host webinars, joint press releases), pre & post sales support and tier 3 technical support for escalation of issues.

### A PARTNER PROCESS THAT MAKES IT EASY TO DO BUSINESS WITH OWL

- Comprehensive product training coupled with sales support for large opportunities
- Highly responsive Tier 3 support
- Access to tools, resources and continued training needed for success
- Integrated into Owl business process
- Encourages collaboration

## Who are Potential Partners?

Owl is looking for partners that are technologically savvy, understand what it means to define, configure and support a solution and want 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. Partners can assist their customers in selecting, implementing and supporting a variety of solutions, either as a standalone sale or in conjunction with the sale and integration of other software or hardware products.

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



# Partner Program Benefits

- Expand cybersecurity offerings to market customers
- Enhance the value and cybersecurity readiness of products in the market
- Create new product sales revenue
- Increase services offering and service revenue
- Access to Owl's resources and support programs needed for sales success
- Access to solutions needed to be prominent in adding security value to the marketplace
- Close working relationship with Owl for joint sales & marketing initiatives
- On-going education to stay current on the features and benefits of Owl products
- Single point of contact for any questions, concerns, or support needs
- Access to leads generated by Owl's marketing programs in key vertical markets
- Ongoing communication in the form of e-mail, conference calls, web meetings, and e-newsletters
- Access to the latest information, sales & marketing tools, and discussion forum
- Value added partners use Owl data diode solutions to support:
  - *Critical infrastructure monitoring and management*
  - *Data isolation with real-time one-way database/historian replication*
  - *Secure system upgrades*
  - *Secure transfer of real-time multimedia data*
  - *Secure file sharing*



## ADVANTAGES OF PARTNERING WITH OWL

- Associate with the cybersecurity solutions industry leader
- Benefit from Owl's proven sales track record as demonstrated by our expanding customer base, exceptional product line and marketing experience
- Addition of highly valued security offerings for a broad range of industries including federal, state and local agencies/services, utilities, oil & gas, petrochemical, and other industries with automated control systems needing protection from cyber threats

## Eligible Owl Products

Owl offers proven data diode network security products to support the transfer of data generated by **Operational Technology (OT)** products in the process control network to the engineering and business **Information Technology (IT)** networks.

### DIOTA & DIN RAIL

## DiOTa

DiOTa is a single-purpose and compact data diode cybersecurity device designed to provide strong and affordable security for digital assets in the rapidly growing Industrial Internet of Things (IIoT).



### OPDS-100D

## Owl Perimeter Defense Solution-100D

Optimized to meet the needs of most industrial control applications, the OPDS-100D delivers scalable, deterministic one-way transfer capabilities from 10 Mbps up to 104 Mbps. Designed specifically for low size, weight, and power (SWaP) requirements, the compact form factor is DIN rail mountable and readily deployable in plants, substations, and other CI facilities.



### RACK MOUNTED

### OPDS-100

## Owl Perimeter Defense Solution-100

Owl's standard, all in one, 1U rack-mountable data diode cybersecurity platform, designed to address critical infrastructure applications requiring low to moderate data throughput. The OPDS-100 delivers scalable performance from a base of 10 Mbps up to 104 Mbps, easily upgradeable through Owl's variable bandwidth licensing mechanism.



### OPDS-1000

## Owl Perimeter Defense Solution-1000

A highly integrated, all in one, 1U rack-mountable cybersecurity platform. The OPDS-1000 represents the pinnacle of single-box data diode solutions and supports the high-speed one-way transfer of multiple data types/formats concurrently. Optimized for more demanding applications, it delivers a scalable link rate from 104 Mbps up to 1 Gbps with variable bandwidth licensing.



## OWL Cyber Defense

Owl Cyber Defense Solutions, LLC leads the world in data diode and cross domain network cybersecurity. With a constant focus on customers in the military, government, critical infrastructure, and commercial communities, Owl develops market-first, one-way data transfer products to meet a variety of operational needs, from entry level to enterprise.

For more information on Owl, or to schedule a demo, visit [www.owlcyberdefense.com](http://www.owlcyberdefense.com)



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