



Skurio Digital Risk Protection Partner Programme

Create valuable new service offerings with Dark Web monitoring, data breach detection and cyber threat intelligence solutions.

What is Digital Risk Protection?

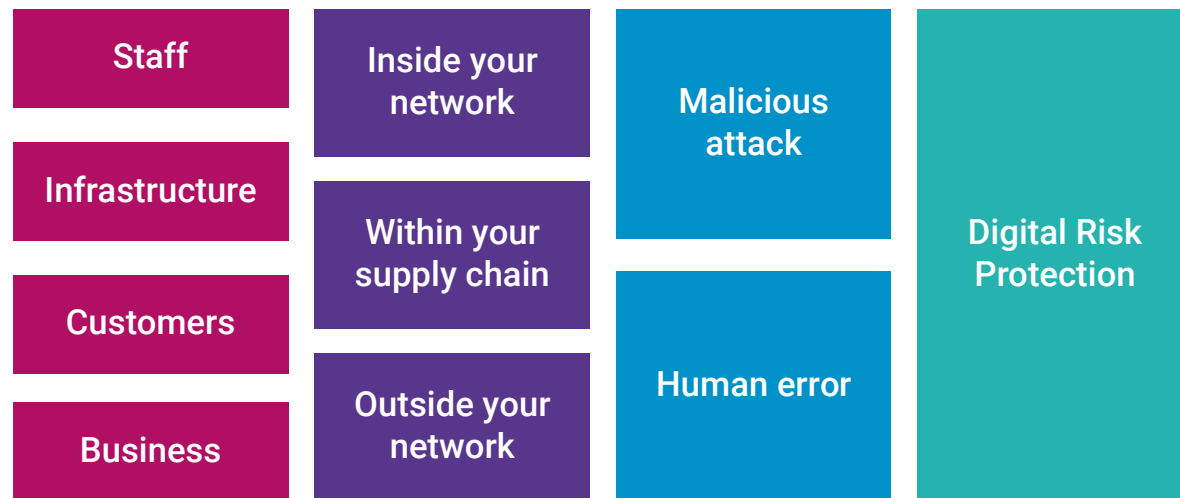
Protect data where you can, monitor for it where you can't.

Protecting data inside a network perimeter is essential. But these days, your customers use mobile devices, third-party cloud-based applications, and distributed supply chains. Skurio can help you mitigate your customers' risk from cyber-attacks, wherever their data lives.

Digital Risk Protection (DRP) provides automated data monitoring across the surface, deep and Dark Web. When breaches and threats are detected sooner, remediation is faster, reducing the risk of data breaches and cyberattacks. Skurio DRP combines Dark Web monitoring, data breach detection, and cyber threat intelligence.

Skurio has been at the forefront of threat intelligence for 12 years, providing specialist tools for enterprise and government analysts. The Skurio platform brings this experience and technology to mid-sized businesses through IT Resellers and Managed Service Provider partners.

DRP is an exciting new security category that is easy to sell in your existing customer base and with net new prospects. Software revenues alone are set to be worth \$1.9b* by 2030.

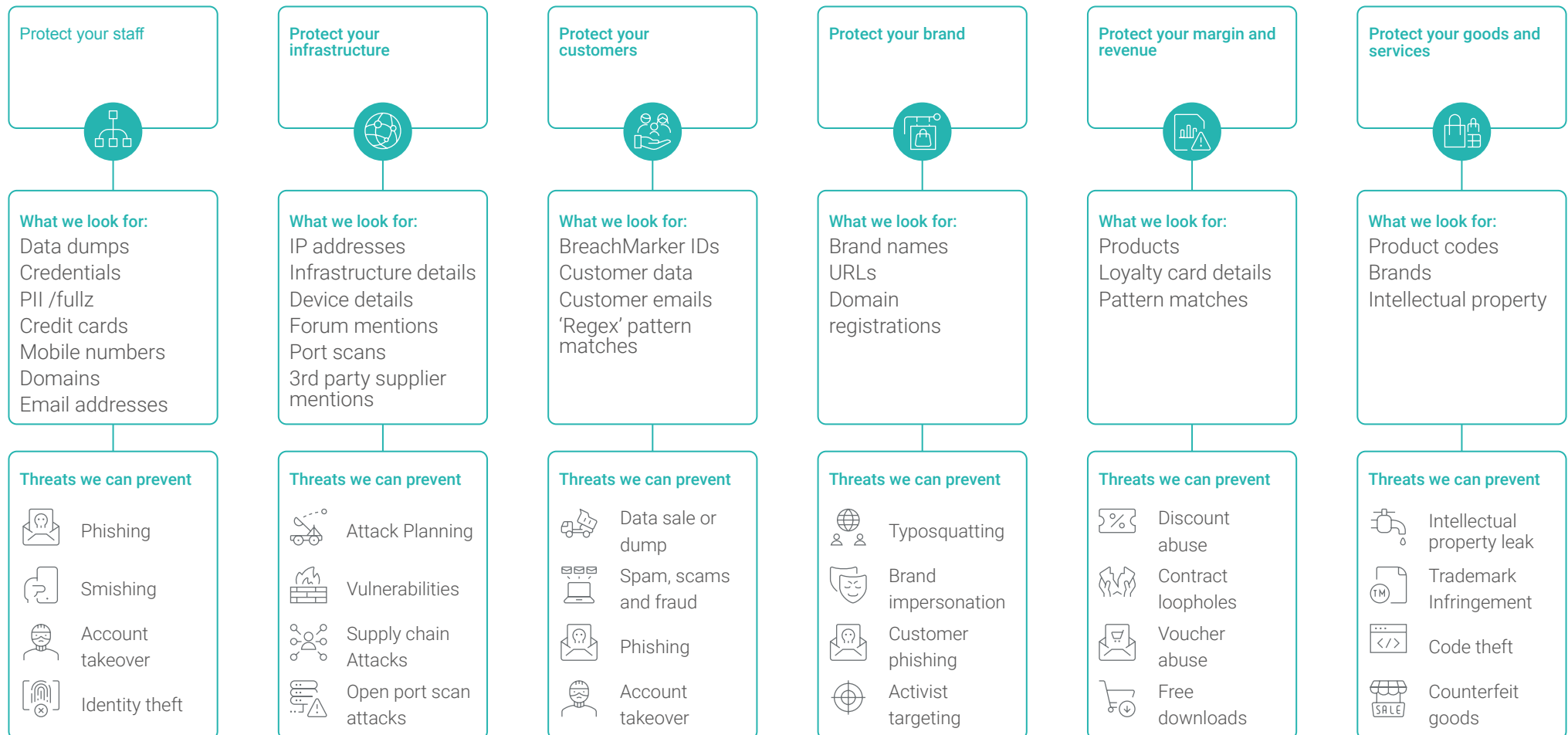


Four categories of data Stored in three places Two types of data breach One solution: DRP

* Futuremarketinsight (Sept 2020)

Digital Risk Protection Use Cases

Our platform enables you to look for any category of text-based data to build personalised searches and alerts for your customers. Our datasheets and use case guides provide practical product information and advice on protecting specific types of information.



Why partner with Skurio?

Offer new cybersecurity solutions

Whether you are a reseller who wants to augment your solution stack or an MSP who wants to create innovative new managed services for your customers, the Skurio Partner Programme supports and rewards you. We will help you grow and compete in the cybersecurity market with our automated DRP services.

Increase your revenue

With Skurio DRP, you can expand your cybersecurity portfolio, increase revenues with existing customers and reach new markets and customers.

Work with our highly experienced cybersecurity analysts to help you grow your business and expertise in threat intelligence. .

Build trust with your customers

Help your customers become more cyber resilient by looking outside their network for their information, data, and threats specific to them.

Our programme enables you to build a proactive cybersecurity plan with your customers to reduce their digital risk.



“It’s great working with Skurio, we have an excellent relationship with their growing channel team. They are a positive and enthusiastic company to work with, and this is evident to everyone in Saepio’s team. Skurio have developed the next progressive solution for data monitoring which is becoming ever more prevalent to our customer base. Their continued development and evolution of their technology allows for a long term relationship.”

Kieran Hayes
Vendor Manager, Saepio

Increase your profitability

Affordable pricing

At Skurio, we know one size does not fit all. So we have tailored partner pricing packages. These include great incentives to help you win deals and be even more profitable.

Deal Registration

Deal registration is mutually beneficial.

We offer discounts for deals registered via our partner portal. Improved visibility helps us support your business and avoids potential channel conflict. Ict.

Access analyst expertise

If you don't want to create your own managed services, you can still resell our analyst services and benefit from Skurio's years of experience in cybersecurity. Let our team of skilled cybersecurity analysts help you grow your business by offering their expertise in threat intelligence to your customers.

Quarterly partner events

Join us for quarterly partner events that help you grow your DRP business with us. Our goal is to give you insights into the latest product and market developments and keep you up to date with all our marketing promotions and campaigns.

Accelerate your go-to-market

Fast Start onboarding

Get up and running in 60 minutes! Our Fast-Start onboarding programme will help you get started on the platform, guiding you through the required setup for searches and alerts.

Open API integrations

Use Skurio's REST APIs to bring results and notifications into your SIEM, SOAR, ITSM, and other security applications.

Dedicated support from DRP experts

Entering new markets requires new knowledge and skills. So, we support you with dedicated DRP experts in pre-sales, sales, technical, and marketing. We help you generate demand, win deals and give support to your customers.

Training and Accreditation

Scale your business with us by becoming a fully accredited DRP channel partner. We offer pre-sales, sales, and technical training to upskill your resources and help them to become DRP experts.



Generate end-user demand

Marketing Campaigns

Skurio offers regular marketing campaigns to help you to generate demand. Joint marketing funds are available to partners on an ongoing quarterly basis. Our dedicated DRP marketing resources are here to help you get started. We also promote our partners on our website and social channels.

Prospecting tools

Our digital footprint reports let you provide your customers with historical data breach information for their corporate email domain and help you prospect and sell. Use POCs supported by Skurio and demo accounts to give customers a taste of our platform in action.

Sales Collateral

Explore our library of sales and marketing resources. Product data sheets and brochures, sales enablement and training, demand generation campaigns, brand guidelines, and asset libraries help you create demand and nurture prospects.



 SKURIO

How are criminals using the Dark Web?

As an IT leader, you have likely heard of the Dark Web, but maybe you aren't quite sure how it's relevant to your business or your cybersecurity plans?

We've all seen the iconic iceberg graphic, showing the different levels of visibility and accessibility of the internet as a whole. The surface and deep web are the most commonly accessed by a standard user. The Dark Web is a section of the internet not readily found on Google or other search engines. It is not even accessible through your regular internet browser.

A specific type of browser such as a Tor browser is required to access this part of the World Wide Web, and usually, the user needs to know exactly where they want to go. You need the specific address for what you want to find. There is no search engine there.

The Tor browser, for example, uses several complex systems and VPNs to disguise the IP address of the source user, anonymising the location and making it usually associated with browsing the web. Because of this, it has made the Dark Web the modern-day speakeasy for dodgy dealings and the illegal trading of goods.

It's a common misconception that the 'GDP' of the Dark Web is just that: guns, drugs and pornography. Goods these days are just as likely to include your business information, credentials, and credit card details.

 SKURIO

According to the Dark Web Price Index,¹ a valid US social security number can cost as little as \$2.

That's about the price of a cup of coffee.

Marketplaces and forums make up most of the content on these sites, with a whopping 90% of posts on Dark Web forums from buyers looking to contact someone for cyber-crime.²

The number of sites and pages on the Dark Web is as uncountable as those on the surface web, making it a large-scale job.

But it's not all bad news.

Sites such as the New York Times and the BBC have web pages on the Dark Web to allow easy reporting by those whose country could punish them for sharing information with the rest of the world. The anonymity given when using a Tor browser provides a safe and secure platform for whistle-blowers and citizens threatened with persecution to speak to reporters and journalists without compromising their safety.



¹ Dark Web Price Index
² Perimeter Technologies, Custom tracking services

Launch expert managed services

The automated services available from our platform offer you an outstanding opportunity to launch value-added services with your own SLAs, specialist use cases, reporting, and more.

Automated DRP services:

Choose the level of automated service that's right for your customers.

Domain Monitoring



MANAGED SERVICE

Monitoring for corporate email domain breaches.

Core Digital Risk Protection



MANAGED SERVICE

Monitoring for corporate email domains, subdomains, IP addresses, and typosquatting threats.

Advanced Digital Risk Protection



MANAGED SERVICE

In addition to the Core DRP monitoring capabilities, this service includes additional keyword-based monitoring for mentions of company names, products and brand names, etc.

Customer Data Monitoring



MANAGED SERVICE

High-volume, proactive monitoring for customer datasets using cutting-edge data techniques.

“Skurio’s keyword search and monitoring make it an ideal platform for us to use for external threat hunting, it’s extremely flexible.”

Mahir Mohsin Sheikh
Cydea Tech CEO and founder

Project-based services:

Generate incremental revenues from one-off services

Incident investigation and response



ANALYST SERVICE

Help your customers respond to an urgent incident by investigating threats and locating any breached data or posts advertising their data for sale.

Risk assessments



ANALYST SERVICE

Offer an initial risk assessment, looking at historical data, compromised credentials, phishing domains, exposed data etc., to educate and convince customers if they are new to Digital Risk Protection.

Remediation services



ANALYST SERVICE

If your customer has detected leaked data or identified malicious websites, help them respond to incidents with remediation services such as takedowns.

Integration with customer data



ANALYST SERVICE

Your customers may want to integrate existing SIEM and SOAR systems in their SOC with Skurio. By offering customers integration services, you can promote the use of our open APIs.



Next Steps:

Join our partner community and grow your cybersecurity business with Skurio.

Contact partner@skurio.com to get started.



SKURIO LTD | ARTHUR HOUSE | 41 ARTHUR STREET | BELFAST | BT1 4GB

+44 28 9082 6226 partner@skurio.com skurio.com