



Cyber Security Root-of-Trust Partner Programme

Grow your business by enabling your customers to rapidly deploy critical applications to the cloud with CyberHive's government grade security solutions.

Join an exclusive community of partners and be among the first to offer your customers CyberHive's:-

- ✓ Patented intrusion detection technology
- ✓ Secure Office 365 implementations
- ✓ Zero trust software-defined mesh network
- ✓ Quantum-safe cryptography
- ✓ A rapid deployment framework for security-critical cloud and on-premises workloads

"At Inmarsat, we have a rich tradition of industry collaboration, and through partnerships with forward-thinking companies like CyberHive, they can rely on our development programme and state-of-the-art satellite communication network to deliver ground-breaking solutions at speed."

Jat Brainch, Chief Commercial and Digital Officer, Inmarsat

Why Partner with CyberHive?

The CyberHive Root-of-Trust Partner Programme enables you to add patented, market leading cyber security products and services to your existing portfolio; to upsell to your existing customers and generate business opportunities with new routes to market.

Cloud and Service Provider Partners

- ✓ Increase revenue opportunities through faster, repeatable deployment of new products and services, particularly for regulated and sensitive environments
- ✓ Enable new revenue streams by providing server and infrastructure solutions for handling classified information
- ✓ Reduce cost by rapidly deploying new workloads for secure remote working and exploring frameworks for certification and validation

Managed Security Service Provider (MSSP) Partners

- ✓ Increase revenue opportunities through adding Trusted Compute infrastructure server protection services
- ✓ Enable new revenue streams by providing secured Office 365 deployments and CyberHive's unique zero trust software-defined mesh network secured with quantum-safe cryptography
- ✓ Reduce costs by bringing cyber attack detection time down to seconds

Reseller Partners

- ✓ Increase revenue opportunities with excellent margins on patented, market changing products
- ✓ Enable new revenue streams to enterprise, government, and SME accounts
- ✓ Add value to your customers with the addition of government grade security

Consultancy Partners

- ✓ Increase revenue opportunities by offering requirements and implementation consultancy services
- ✓ Enable new revenue streams with cloud and cyber security partnerships
- ✓ Add value to your customers with the addition of government grade security
- ✓ Add extra technical expertise to your team with support and training from cyber security experts

The challenges faced by customers

Data breach costs are rising for all organisations. On average it takes 280 days to identify and contain a data breach [Cost of a Data Breach Report 2020 Ponemon and IBM]. Existing controls cannot stop cyber attacks but implementing rapid detection and increased protection can prevent malicious access to critical data. Partners joining the CyberHive Root-of-Trust Partner Programme will help organisations, businesses, and governments build their resilience to cyber attack.

"We are delighted to have CyberHive's cutting-edge technical expertise and efficiency in support of our new cloud platform."

Jason Bamford, Head of Business Development, Rockolo

"We are delighted to be partnering with CyberHive and again improving our award-winning body worn video (BWV) offering to customers. The extremely novel approach that CyberHive take to data security sets them apart from others in this highly congested market space and is a natural fit for our partnership."

Adam Liardet, Owner and Managing Director, Audax Global Solutions

The Root-of-Trust Partner Programme

The programme is designed to build a cloud security ecosystem that supports organisations in detecting and containing data breaches within seconds. It supports your customers who are moving their data centres from on-premises to a hybrid model, or to the cloud. It also helps those customers who are looking to deploy new services on the cloud, or looking to protect critical, sensitive data workloads and applications within the cloud and on-premises.

CyberHive has developed its ground-breaking products on behalf of central governments, and with recognised academics from the University of Oxford. CyberHive is accredited to ISO27001, and its consultants are experienced security professionals, making it a highly trusted organisation to present to your customers.

CyberHive Trusted Solutions

CyberHive solutions benefit SMEs, large enterprises, academic institutions, and the public sector. Trusted Cloud has been implemented and proven by security-conscious organisations who want to quickly identify breaches and minimise disruption to their own brand, as well as their customers.

Our solutions have been externally validated to handle classified information and we are the only provider accredited to rapidly move sensitive workloads into the cloud that would usually be limited to on-premise implementations.

"Using our own patented technology, we provide the most advanced, effective and trusted cloud security on the market." Alan Platt, Chief Executive Officer, CyberHive

Trusted Compute

CyberHive has broken new ground in the cyber security space. By harnessing a unique combination of hardware-based cryptography and distributed allow listing, the patented 'Trusted Compute' technology gives the best server protection from all unauthorised activity, and against virtually any form of cyber attack, including zero-day vulnerability exploits.

CyberHive Connect

A unique secure connectivity solution to replace traditional VPNs or complex zero trust networking solutions. Connect cuts the cost of deploying and administering connectivity for remote workers. It's quantum-safe encryption eliminates any possibility of data theft, bringing security for remote connectivity to a whole new level. The technology is easy to deploy, reducing administrative burden compared to conventional solutions.

CyberHive Gatekeeper

Gatekeeper offers the most secure Office 365 implementation available today, providing security to exceed UK's National Cyber Security Center (NCSC) standards. The additional layers of security, above and beyond Microsoft's flagship E5 security suite offer enhanced protection against administrator error, lost credentials, and compromised IT equipment. Combining multi-factor authentication (MFA) with device authentication, Gatekeeper utilises 'Trusted Compute' technology to protect the cloud infrastructure from internal and external threats.

CyberHive Trusted Cloud

Trusted Cloud is a rapid deployment framework for security-critical cloud and on-premise workloads. By standardising the approach to security, we significantly reduce the cost of developing new services and increase the speed of new deployments. Validated by the UK Government to handle up to "Official Sensitive" classification, we provide enhanced security and audit trail capabilities for virtually any workload that can be run in a cloud, hybrid or purely on-premise data centre.

Customer Success

- ✓ Public Sector security-sensitive workloads deployed in weeks on public cloud
- ✓ Homeworking for key public sector employees handling highly sensitive data
- ✓ Securing sensitive intellectual property file sharing in the technology sector
- ✓ Protecting email and file sharing for financial services organisations
- ✓ Cloud security and hosting for online and e-commerce customers

"CyberHive's technology has proved itself again and again in terms of security, reliability and cost-effectiveness. I have a dedicated Account Manager and their technical support team is second to none."

"I believe we made a wise decision in choosing CyberHive"

**Jonathan Lowe, Chief Executive Officer,
Marlborough Investment Consultants
Limited**

Partner Invitation

Join us in building a cloud-security ecosystem that rapidly detects data breaches and reduces the cost of protecting against cyber attacks.

Contact us now to learn more about the benefits to your customers and the opportunities for you to increase your revenue.

Email: partners@cyberhive.com

Office: +44 (0) 1635 881881

"Partnering with CyberHive was an easy choice to make. From the very early development stages we noticed that they had addressed cyber security issues in ways that no other vendor could. Their innovative solution road-map is equally as exciting, and we look forward to a very long and successful relationship."

"If partners are looking to assist their customers and get them ahead of the ever-increasing cyber crime curve, then I strongly recommend investing in partnering with CyberHive"

Philip Jackson, Director, Cloud1 Limited

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