

# Revolution Partner Program: Our Partners Make a Difference

## Program Summary

For those organizations that put the "Value" in the Value-Added Resellers and Security Systems Integrators, we are here to help you eliminate ransomware for your clients. The Halcyon partner ecosystem consists of more than 250 of the world's leading organizations. Together, we are committed to empowering clients with technology that makes their customers resilient to ransomware.

Halcyon empowers its partners and customers with world-class solutions that defeats ransomware and keep organizations operating at the speed of business.

**The Halcyon Revolution Partner Program provides our partners with:**

- **More Revenue:** New revenue streams (protected margin via deal registration)
- **An Advantage:** the competitive edge by bringing innovative technology to your customers
- **Real Value:** The value of protecting your clients from the significant threat of ransomware

As partners, you can count on all the training, support, and resources you need to support your customers. We look forward to building a long and successful partnership with you and providing the tools and expertise you and your customers need to stay ahead of the evolving ransomware threat.

## Why Partner with Halcyon?

Analysis reveals that 75% of organizations reported at least one ransomware attack in 2023, with 26% reporting four or more attacks, and ransom payments exceeding a record-breaking \$1 billion in 2023. In 2024, organizations reported a mean cost to recover from a ransomware attack of \$2.73M, an increase of almost \$1M from the \$1.82M reported in 2023.

The **Halcyon Anti-Ransomware Platform** is the only endpoint security platform designed to combat modern ransomware before, during, and after an attack. With the ability to prevent attacks from running, identify ransomware behaviors as they occur, and capture encryption keys in real time to enable decryption of impacted devices in minutes versus weeks, Halcyon prevents costly disruptions to operations without your customers ever paying a ransom demand.

## OUR MISSION: DEFEAT RANSOMWARE

Halcyon is the world's first cyber resilience platform designed from day one to defeat ransomware. Global 2000 companies rely on Halcyon to augment existing XDR/EDR platforms and undo attacks in minutes with bypass and evasion protection, key capture and automated decryption, and exfiltration and extortion prevention. For more information, visit [halcyon.ai](https://halcyon.ai)

## THE HALCYON STORY

Based in Austin, TX, Halcyon was founded in 2021 by a team of cyber industry veterans after battling the scourge of ransomware and advanced threats for over a decade at some of the most innovative and disruptive security vendors of our day, including leaders from Cylance (now Blackberry), Accuvant (now Optiv), and ISS X-Force (now IBM). Halcyon is focused on building products and solutions for mid-market and enterprise customers that give organizations the edge against ransomware, data exfiltration, and other advanced threats.

Whether it's VARs, MSSPs, Security Systems Integrators, or innovative technology partners, Halcyon understands that the success of our partners means the success of its mission: Eliminating Ransomware.

## Program Overview

At Halcyon, you won't find a "precious metals" program that only favors the largest partners – we consider all our partners precious. As such, this program is designed as a single tier that rewards all partners with an additional emphasis on Approved Registered Deals.

Your customers are your most valuable assets. We respect that and want to show our appreciation to any partner that introduces Halcyon to their network of customers.

### PARTNER TYPES

- **Halcyon Revolution Resale Partner:** Value-Added Resellers with an active signed resale agreement with Halcyon.
- **Referral Partners:** Even if you cannot transact the business, we can still act as a referral partner. Halcyon sees value in this and offers a 10% referral fee for approved referrals.
- **Technology Partners:** Just like it sounds, Technology Partners are partners who are simply better together.
- **Managed Service Partners:** We have an entire program for MSP, MSSP, and MDR partners. Please get in touch with our Channel Team for more details.
- **Services Partners:** Ask us for more info, and we would be happy to help determine if a Halcyon Services partnership makes sense for our mutual organizations. This translates to massive costs for victims. The costs following a ransomware attack average more than \$2M per incident per target organization, and this figure does not include costs like damage to the brand, lost revenue and production from system downtime, or other collateral damage. The impact of these numbers is staggering, especially if we consider the estimate that a ransomware attempt occurred every 39 seconds in 2023.

## Revolution Partner Program Benefits

- **Margin Protection:** The cornerstone of the Halcyon Revolution program is margin protection.
- **Training and Education:** Halcyon is committed to sharing its deep expertise on ransomware with all its partners. We offer self-paced online training and custom education on-site. As partners become certified, we will provide safe demo environments and engaging customer education events.
- **Partner Portal and Deal Management:** Access to the Halcyon Partner portal for lead registration, opportunity tracking, partnership status, training, and sales materials.
- **Joint Press and Marketing Support:** Work directly with our Marketing and Communications team to host events, webinars, and training sessions for our customers.
- **Market Development Funds (MDF):** Halcyon offers proposal-based MDF for our strategic global partners. Ask us for more information, and we can develop a marketing campaign that best complements your sales initiatives.

## Unlock Your Potential: Join Us and Let's Grow Together!

Join the Revolution! We're ready to partner with you and your customers to end ransomware for good. Visit our [partner portal](#) or contact us at [partners@halcyon.ai](mailto:partners@halcyon.ai) and kick start your journey with us today.