



cyber**lab**

# Maximise Market Opportunities

CyberLab Channel Partnerships

# We are a specialist cyber security company that provides a wide range of security solutions and services.

By leveraging world-class technology, decades of experience, and our vendor partnerships, we have helped to secure thousands of organisations of all sizes.

Cyber Security is a £11.9bn industry in the UK, dynamic and innovative, with a high annual growth rate.

We want to help your business to tap into this emerging market with a suite of cyber security products ready to deploy to your customer base.

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## CyberLab Partner Programme

Introducing the CyberLab Partner Programme.  
Specifically designed channel cyber security products to help you to:

- Provide added value to your base
- Increase revenue per customer
- Diversify your product offering
- Improve customer retention rates

# Dark Web Monitor

There are over **24 billion** sets of usernames and passwords currently for sale on the Dark Web, and the average data breach costs businesses over **£3.4 million**, so it has never been more important for your customers to look after their data.

Our automated scanning software crawls the Dark Web for stolen credentials. We identify what data has been compromised, which breaches led to the exposure and provide advice on the best action to take.

The Dark Web Monitor has been specifically redesigned for channel partners, including full branding customisation and management functions.

## Recommended price £9.99 / user / month

Includes opt-out options and upsell mechanisms to the complete Control Platform.

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## Pricing bands (30-day rolling terms)

< 500 domains	£4.25
500 – 1000 domains	£3.75
1001 + domains	£3.25





## Chess ICT Success Story

Dark Web Monitor was rolled out for Chess ICT customers in April 2023.

Chess ICT currently monitor the Dark Web for breaches related to over 11,000 domains.

Rolling out Dark Web Monitor has increased Chess ICT's monthly revenue by £115,000.

Since April 2023, Dark Web Monitor identified breaches for 79% of Chess ICT customers.

Chess ICT's Dark Web Monitor has seen a 97% retention rate.

“CyberLab’s Dark Web Monitor has enabled us to provide our customers with a powerful service that helps them to identify and to manage online threats through a portal. Their simple onboarding process and whitelabeled marketing support have helped us to unlock new sources of revenue without compromising on our service. It also gives our customers access to additional services to help prevent further threats to their business”.

– **Andy O’Connor,**  
**Commercial Director,**  
**Chess ICT**



# Recon Scan

Introducing the all-in-one attack surface monitor from CyberLab Control, Recon Scan.

Recon Scan thinks like a hacker to uncover every online asset associated with an organisation - your subdomains, endpoints, APIs, and IP addresses - and provides a complete picture of the attack surface.

Recon Scan then scans these online assets for known vulnerabilities to identify security weaknesses, missing updates, and misconfigurations, pinpointing exactly where a real-life hacker could gain access.

Built with channel partners in mind, Recon Scan will map, manage and minimise your customers' attack surface.

## **Recommended price £9.99 / user / month**

Includes opt-out options and upsell mechanisms to the complete Control Platform.

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## **Pricing bands** (30-day rolling terms)

< 500 domains	£4.25
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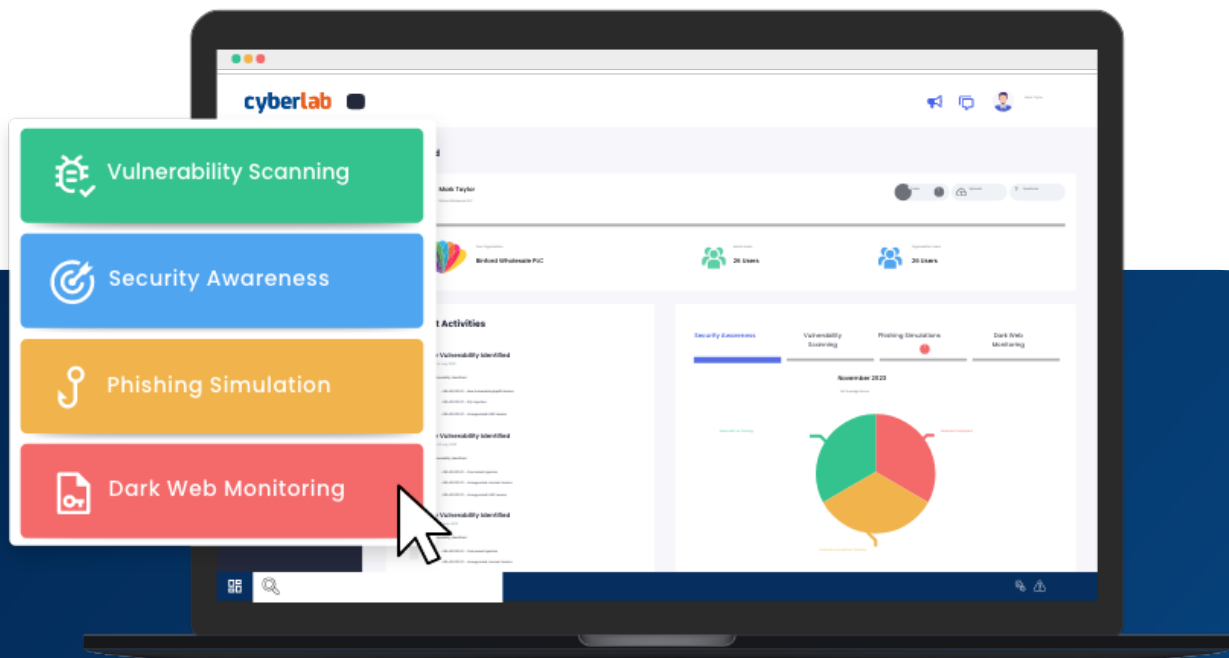
**Receive a 50% discount on Recon Scan when purchased alongside Dark Web Monitor.**



# CSaaS Control Platform

The single dashboard for all your customers' cyber security needs.

Delivering a suite of tools with expert guidance and support, all wrapped up in a user-friendly portal. With a simple onboarding process and seamless integration with Office 365, the Control platform is scalable, profitable, and provides added value to your customers.





## Dark Web Monitor

**61% of all data breaches exploit breached user credentials**, yet most businesses don't monitor the dark web for breached.



## Vulnerability Scan

Unpatched vulnerabilities are the primary attack vector for successful ransomware attacks, yet **70% of security professionals don't consider their vulnerability scanning to be very effective.**



## Recon Scan

**29% of cyber attacks involve exploiting public-facing applications**, yet many applications remain hidden, unmaintained, and vulnerable.



## Phishing Simulation

**Phishing emails are the first stage of over 90% of cyber attacks**, yet fewer than 19% of UK businesses report testing their employees with phishing simulations.



## Security Awareness Training

**90% of cyber breaches can be put down to human error**, yet fewer than 10% of UK businesses provide their non-cyber staff with cyber security awareness training.

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## Pricing bands (Priced per user / month)

30-day rolling	£8.99
12-month term	£7.99
24-month term	£6.99

Recommended partner margin of 30%





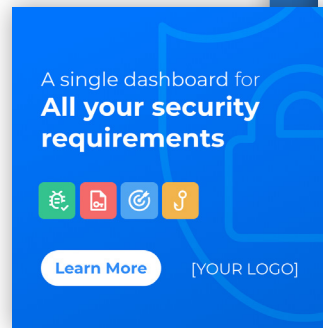
# Marketing Resources

We've put together a bank of free marketing resources to help you promote the Control platform and the Dark Web Monitor to your customer base, and beyond.

## We've included:

- 6-part email template series
- Infographic template
- Display ad templates
- Customer presentation
- CyberLab Partner badges

This marketing material will be distributed upon signup to the CyberLab Partner Programme, or you can reach out ahead of time for some inspiration.



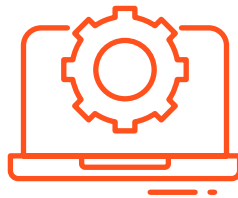


# Onboarding Process

We have tried to keep things as simple as possible to help you get started as quickly as you can.



**1. Sign partner agreement**



**2. Configure white label branding profile**



**3. Upload users via CSV, or sync with Office 365**

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We will join you on a completion call to check that everything is in place, then you're all set to proceed as a Cyber Security as a Service provider.

# Run the Numbers

See for yourself how the CyberLab Partner Programme could improve your bottom line by entering your customer numbers into our Partner Profit Calculator.

Choose your product mix and tweak the dials on opt-outs, upsell rates, sell prices, and more to get the most accurate forecast of your potential profits.



Or visit: [cyberlab.co.uk/  
partner-calculator/](https://cyberlab.co.uk/partner-calculator/)





## Other Services

As a CyberLab Partner, you're able to offer your base a range of advanced cyber security services. Speak with your account manager for more information on any of the products and services below.

### Professional Services

- Consultancy Services
- Cyber Incident Response
- Post Incident Analysis

### Security Testing

- Penetration Testing
- Vulnerability Assessments
- Red Team Engagements

### Managed Services

- Standard Security Support
- Managed Security Support
- 24x7 Security Support

### Certifications & Accreditations

- Cyber Essentials
- Cyber Essentials Plus
- Cyber Assurance



## Get in Touch

If you would like to register as a CyberLab Partner, or if you have any questions about the CyberLab Partner Programme, you can get in touch using the details below.

**Tel:** 0333 050 8120 | **Email:** [ryanbradbury@cyberlab.co.uk](mailto:ryanbradbury@cyberlab.co.uk)



## Get in Touch



0333 050 8120



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