



SKYBOX SECURITY

CUSTOMER REFERENCE PROGRAM

Few people tell our story as well as our customers and partners. Your experience and expertise as a security leader is an important source of information to us and other companies seeking industry insight or evaluating Skybox® Security as a vendor. That's why we'd like to invite you to strengthen your partnership with Skybox by becoming a member of our Customer Reference Program.

WHY PARTICIPATE?

Your feedback provides Skybox with valuable information on how to continuously improve and innovate our products and services. It also gives us an opportunity to highlight our customers' innovations and successes, while gaining the confidence of prospects. But it's not all about us. You'll also benefit from opportunities to:

- Establish valuable business contacts and be seen as an industry innovator and thought leader while sharing best practices with your peers
- Achieve press coverage and/or industry-related event exposure
- Showcase your company as a leader in cybersecurity strategy, planning, design, implementation and management

We appreciate your interest in the program, and look forward to continuing to strengthen our partnership. Because we value your time and effort, we also offer reference program participants occasional opportunities for joining Skybox at our private events, security-related events, major industry shows and more.

REFERENCE TYPES

Sometimes, private, more intimate references may be appropriate, while others may allow for public opportunities to share your experience with a broad audience. Rest assured, you'll always be in charge of your participation, deciding which activities you want to engage in.

Private Telephone Call or Email

At a mutually agreed date and time, a prospect will contact you by telephone to discuss the success of your implementation along with questions or issue the prospect may have. Skybox will provide a list of names, titles and issues or questions for your review before the call.

Private Screen-Share

In the convenience of your own facility and at a mutually agreed on date and time via an intranet website, multiple customers or prospects view your system online and discuss implementation success, along with any questions they may have.



Private Meeting

In a private “fireside chat” setting with Skybox and potentially a prospect or customer, we’ll discuss your Skybox initiative and related business benefits. None of the contents of the meeting, your or your organization’s name or logo will be disclosed publicly.

Public Reference

ITEM	DESCRIPTION
Skybox Speaking Opportunity	A presentation on your Skybox initiative and related business benefits at cyber-security-related events, conferences, roundtables, business forums, CISO dinner, analytics symposiums, virtual events, etc.
Case Study	Through an interview with a Skybox staff writer, we develop a success story about your initiative, related business benefits and the value received. Upon your approval, content will be available for download by the public and potentially used for press items, presentation abstracts, sharing with customers and prospects, etc.
Press Release	You participate in a Skybox press release, announcing newsworthy information to the public, such as integrations, joint ventures, partnerships or “go live” events.
Analyst Relations Reference	At a mutually accepted date, time and place, you agree to speak to leading industry analysts such as Gartner, IDC, Forrester, etc. regarding your Skybox initiative and related business benefits.
Editorial Opportunities	At a mutually accepted date and time, you agree to participate in press interviews about your Skybox initiative and related business benefits. Publications may include printed and online business, industry and technology media.
Video Testimonial	You agree to participate in a video testimonial regarding your organization’s Skybox initiative and related business benefits. Footage will be delivered for approval by you via the web. Footage is the property of Skybox Security.
Public Quote, Use of Logo and/or Name	You agree to a testimonial regarding your organization’s Skybox initiative and related business benefits and/or the use of your organization’s logo or name publicly as a referenceable customer. Upon your approval, content will be used for presentations, sharing with customers and prospects, posting on the web, etc.
Customer Tile on Website	Skybox can use your organization’s logo and/or name featured on skyboxsecurity.com

Testimonials can also be made privately for use with approved audiences.

ABOUT SKYBOX SECURITY

At Skybox, we remove complexities from cybersecurity management. By integrating data, delivering new insights and unifying processes, we help you control security without restricting business agility. Our comprehensive solution unites security perspectives into the big picture, minimizes risk and empowers security programs to move to the next level.