



Beyond Traditional
Distribution in Cybersecurity
For VARs & MSSPs

FROM FULFILLMENT TO FULL-FUNNEL GROWTH

Win faster. Expand recurring revenue.
A Cleaner Delivery.

We help security solution providers close and scale by combining hands-on presales support, frictionless operations (quote-to-renewal), and an ecosystem built for attach-rate growth.

OUR VALUE PROPOSITION

- Shorter sales cycles with technical support from discovery through POC.
- Bigger deals through solution stacking, services attach, and vertical-ready packaging.
- Less admin drag with streamlined quoting, licensing, renewals, and incentive visibility.
- More predictable margin and recurring revenue with partner-friendly commercial models.

ACCELERATE REVENUE

- Win-room presales support
- Demos, sizing, POCs
- Deal co-creation + ROI story

SIMPLIFY OPERATIONS

- DILOHub: instantCPQ
- Co-term + renewals flow
- Lifecycle ops+visibility

CO-INNOVATE & GROW

- Ecosystem plays + bundles
- Early access + incubation
- Services attach support

BEST-FIT PARTNERS

- Cybersecurity VARs building repeatable bundles
- MSSPs/MSPs launching new managed offers
- Teams needing presales lift without hiring

FAST-START PLAYS

- Endpoint-to-email protection bundles
- Data protection packages that map to compliance outcomes
- CTEM programs built around measurable exposure reduction

SOLUTION TYPES YOU CAN TAKE TO MARKET

ENDPOINT SECURITY

- Modern prevention+ response
- Standardized rollouts and faster containment
- MDR-ready managed endpoint offer

CLOUD & EMAIL SECURITY

- Reduce user-driven risk
- Improve cloud visibility and resilience
- Continuous improvement and reporting

DATA PROTECTION

- Sensitive data discovery + control
- Secure sharing and sovereignty guardrails
- Exec-ready privacy + DLP outcomes

CTEM / EXPOSURE MANAGEMENT

- Prioritize what matters
- Reduce attack paths continuously
- Quarterly, measurable exposure reduction

DILO HUB HIGHLIGHTS

- Instant CPQ + faster quotes
- Co-term and renewals flow
- Incentive/MDF visibility

COMMERCIAL FLEXIBILITY

- Subscription and usage-based
- MSP/MSSP-friendly models
- Flex term + OpEx options

PARTNER COVERAGE

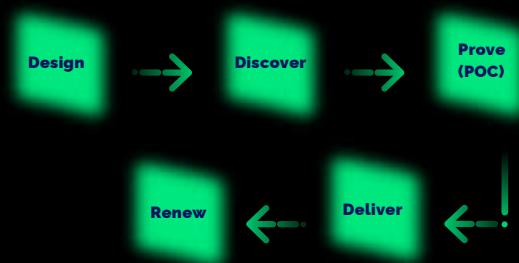
- Cybersecurity-first ecosystem
- Presales pods on demand
- Channel-first collaboration

PARTNER ENABLEMENT

- Presales pods: discovery, demos, sizing, POCs
- Technical enablement for repeatable delivery
- Deal registration support and opportunity acceleration

HOW WE HELP YOU WIN

A workflow that keeps deals moving:



Let's Turn Distribution Into a Growth Strategy.

Partner with us to accelerate pipeline and deliver outcomes your customers can measure.

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PARTNER ECOSYSTEM

Innovative, channel-first technologies that connect, complement, and create opportunity for business growth.



WHAT MAKES OUR ECOSYSTEM DIFFERENT

Smart Vendor Curation

Innovative, channel-first vendors plus selective leaders, intentionally non-competing and designed for attach-rate growth, not channel conflict.

Ecosystem Plays

Reference architectures and cross-vendor motions you can take to market: identity- centric protection, advanced endpoint + MDR, data security, email defense, and cloud posture hardening, packaged for outcomes and rapid deployment.

Joint GTM & Demand Generation

Campaign-in-a-box assets, ABM lists, co-hosted events/webinars, and field SWATs to open doors and build pipeline, especially in regulated verticals.

Early Access & Incubation

Pilot lanes, sandbox environments, and co-funded POCs give partners first-mover advantage on emerging tech, plus a structured path to scale. Your field insights feed vendor roadmaps through our closed-loop feedback engine.