

# DIGITAL LOGISTIX

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

Bring us your next opportunity - we'll help you shape it, prove it, and close it.

# 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

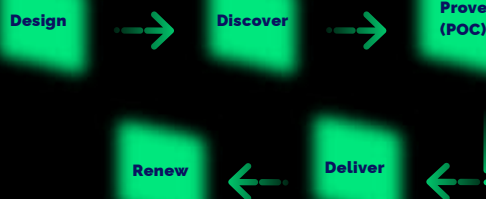
Cybersecurity-first ecosystem  
Presales pods on demand  
Channel-first collaboration

## 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.