

ENTHEC[®]

Partner Program

kartos[®]
XTI watchbots

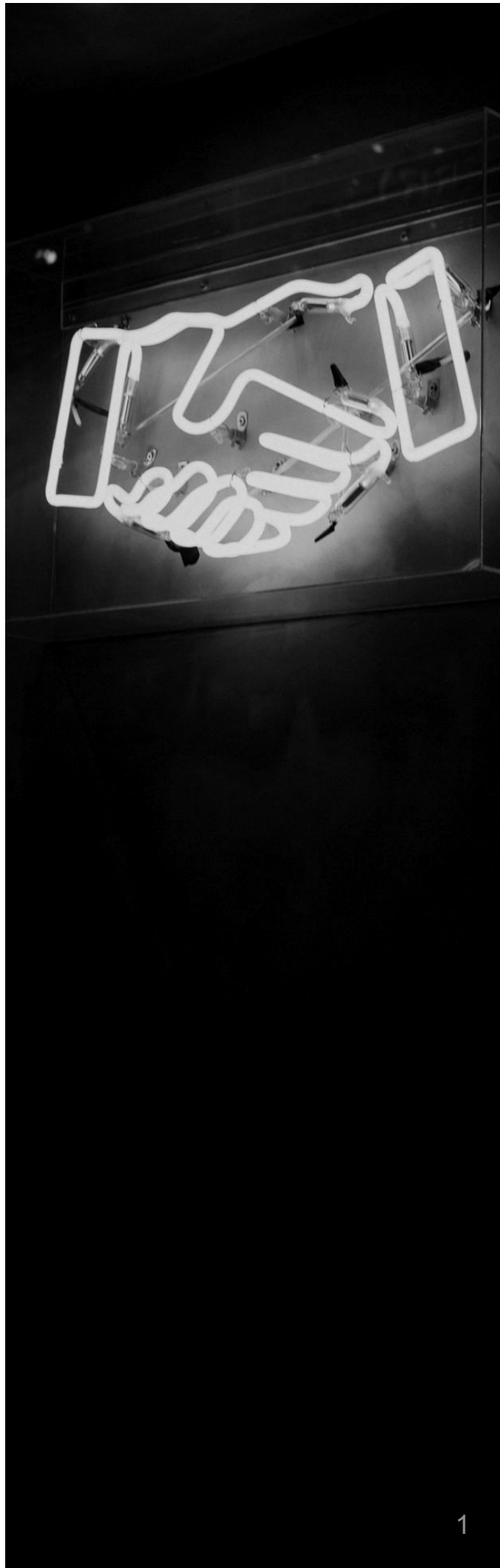


Table of contents

01

Introduction

02

Client Value Proposition

03

Partner Value Proposition

04

Enthec



The Enthec Partner network is an essential part of our business model.

On the one hand, it increases our commercial reach and customer reach.

On the other hand, due to the characteristics of our product, cyber-surveillance software, it is necessary to have in our customer service network organizations that have the resources to initiate the processes of remediation, mitigation, and protection once the vulnerabilities and gaps of our clients have been detected.

Sometimes the customer has these resources *in-house*, but in most cases, the person in charge of performing these tasks is a partner that provides managed security services. This creates a symbiotic relationship between Enthec and its partners, who, by incorporating the Enthec product into their managed cybersecurity services, can provide their customers with an XTI (Extended Thread Intelligence) cyber-surveillance strategy, which allows them to discover and resolve incidents impossible to be detected with traditional cyber protection strategies and perform a third-party IT risk assessment adding value to the offer.

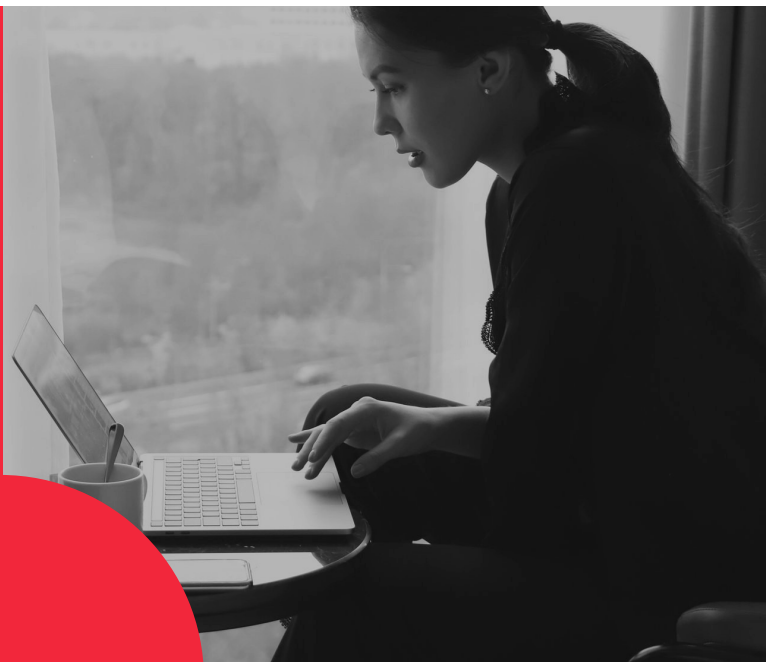
Therefore, within our Partner Program, we have two modalities:

Reseller Partner

Sells our licenses to our customers and can, if desired, provide them on it the services for which it is trained according to his capabilities and infrastructure.

MSSP Partner

Uses our tool to offer its customers the XTI cyber-surveillance and third-party IT risk assessment service within its portfolio of managed cybersecurity services.



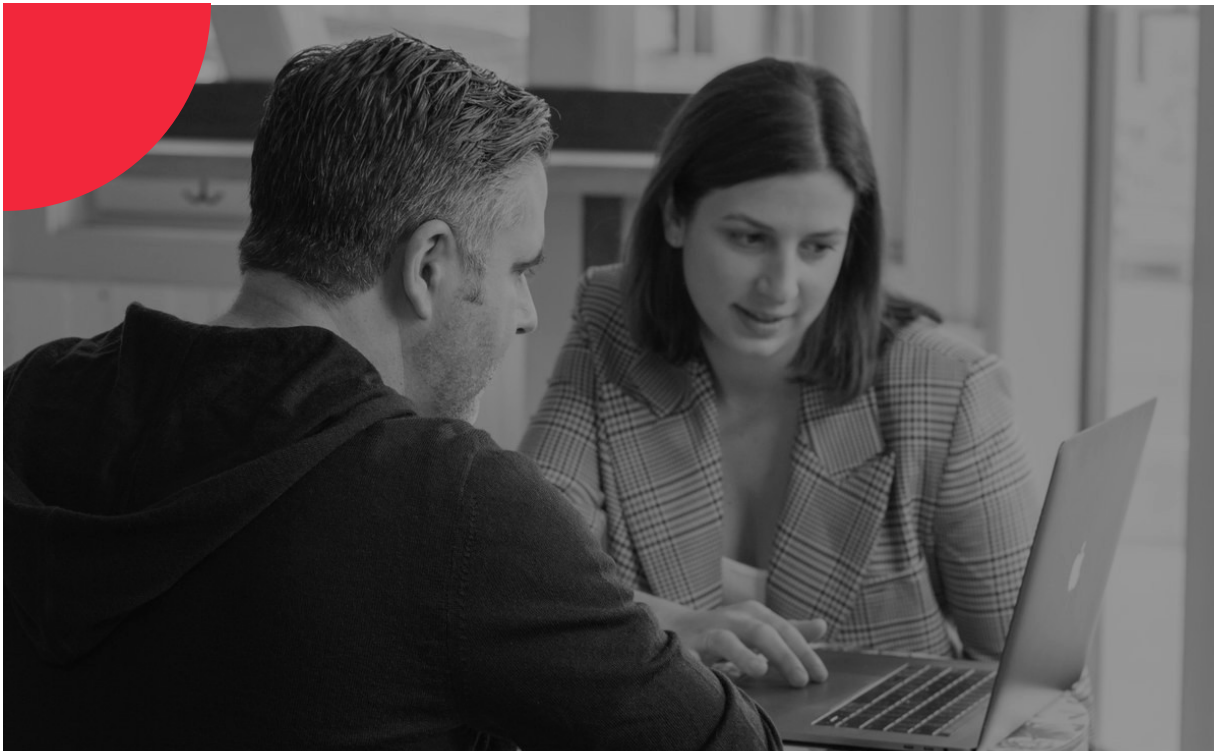
Enthec does not have its own direct sales channels or managed security services. Therefore, Enthec does not act as a competitor of our partners in either of the two modalities. Both the sale of our licenses and the offer of remediation of detected vulnerabilities or assessment of third-party IT risks are made 100% through our partner network.

Client Value Proposal

Kartos XTI Watchbots: EASM + DRPS + SRS on a single platform.

Kartos XTI Watchbots is the cyber-surveillance platform developed by Enthec to extend the security perimeter controlled by organizations. Conceived from a hacker strategy approach, Kartos is in a permanent R+D process to incorporate categories and capabilities ahead of the evolution of cyberattacks.

Kartos is formed by an army of XTI Watchbots explicitly designed to search Internet repositories, the Deep Web, and the Dark Web. The army of KTOS XTI Watchbots works continuously 365x24x7 monitoring, and tracking to find all the filtered and exposed information of the client company and help detect the security breaches that have caused the lek, and assess the IT risk of third parties.



Capabilities

- **External Attack Surface Management (EASM):** Discovery of corporate assets and information about systems, cloud services, and applications that are available and visible in the public domain to any cybercriminal.
- **Digital Risk Protection Service (DRPS):** Detection of contextual information about potential attack agents, their tactics, and processes to carry out malicious activities. Removal of malicious activities on behalf of the organization.
- **Security Rating Services (SRS):** Independent assessment of own and third-party risks, for a broad visualization of the cybersecurity maturity of any organization using an external approach. Extension and weighting of the information provided by traditional methods of risk assessment by third parties.

How it works

For the process to begin, you only need to enter the company's domain being searched.

The information is organized into 9 categories from which the organization's risk indices are built.

The tool administrator can customize authorized users and permission granted.

One of the main differences between Kartos and similar tools is that it not only allows obtaining information that poses a cybersecurity risk. It also allows you to identify thefts and leaks of confidential, critical, or sensitive information that pose a legal or reputational risk or intellectual property that may lead to a loss of competitive advantage or a risk to the business.





What is the innovation of Kartos against the current almost homogeneous approach of Cybersecurity?

How to approach the need for cyber-surveillance.

To date, systems and process efforts are focused on ensuring the protection of the internal perimeter and infrastructure and verifying that this protection works. That is, shield the organization with a wall of tools that prevent the assault of cybercrime: a system of dubious effectiveness given the data, which does not take into account the risks of third parties and whose scalability is complicated at the level tools and costs with the entry of new technologies such as the cloud or the IoT.

This internal shielding approach is not enough because it does not include an essential part of any protection strategy: the surveillance of the external perimeter, which allows to anticipate cyberattacks neutralizing the potential advantage that the filtered and exposed information provides to cyber criminals; detecting security gaps in the wall of internal armor tools; assessing the risk of third parties; and minimizing the effects of the human factor, the weakest link in the protection chain.

Kartos' innovation and value proposition start precisely from the opposite perspective of traditional corporate security, with a much more practical and straightforward vision born of the hacker approach of our solution: we observe the organization from the outside, as a cybercriminal does.

Penetration and brute force attacks are usually easily detected and neutralized by perimeter protection systems. However, the problem of cyberattacks appears when they are designed and carried out using corporate information that is filtered and publicly exposed without the knowledge of the companies and that facilitates the entry or launch of attacks on people. The army of KTOS XTI Watchbots looks for publicly available vulnerabilities to potential cyber attackers and discovers their origin so that appropriate neutralization and remediation measures can be taken.

In an automated, continuous, and real-time way, Kartos provides the corporate security team with the information they otherwise do not have access to, and they need to have a 360° view of their situation and be able to design a complete and adequate protection and defense system.

Partner Value Proposition

What value should a technology partner bring?

- Contribute to providing more and/or better billable services to their customers.
- Help to retain existing customers.
- Incorporation into the portfolio that does not involve a large investment either in economic terms or in terms of time, learning curve or training.

- Kartos allows the customer or partner to find vulnerabilities, own and third-party security breaches and information filtered and exposed unknown by companies and that only Kartos can find. Its uniqueness facilitates both the sale of licenses and the contribution of value to a portfolio of cybersecurity services, allowing the inclusion in the offer of remediation, mitigation, protection and risk assessment services of third parties not contemplated, with the consequent increase in turnover.

- Kartos is an automated system that works continuously 365x24x7 integrating with any management system, which allows the reception of immediate alerts every time an incident occurs. Only Kartos and its partners can offer and provide this information in this way and with this frequency.

- Kartos provides the information through an interface designed in an understandable format to profiles ranging from those with fundamental knowledge of Cybersecurity to those who can understand the most technical part and take the necessary remediation measures to solve the problems. In addition, Kartos can be integrated through APIs in customer systems, SOCs, and other partner management systems in a straightforward way, making production a matter of minutes.

Why be part of the Kartos Partner Program?

For differentiation: The incorporation of Kartos to the catalog of Cybersecurity solutions and services provides a compelling competitive advantage and differentiation in the innovation of the offer of our partners compared to their competitors.

By scope: The army of XTI Watchbots of Kartos works 24x7 and transfers the information on threats in real time, allowing the immediate remediation action of our partners or their clients when necessary and the generation of trust.

For simplicity: Kartos is a non-intrusive, automated platform with an attractive design, easy to use and that also provides our Partners or their clients with different types of reports adapted to the level of technical knowledge of each recipient.

For the support: We are always at the side of our Partners through our excellent technical and sales support service, providing them with technical support, marketing and sales materials, training, and permanent assistance.

What do we expect from a partner?

- Business development and search for new clients.
- Client relationship and renewal management.
- Training, experience, and resources that allow them to provide the necessary cybersecurity services so that the client perceives the usefulness of the tool and its contribution to reducing the level of risk and exposure of the organization.
- Long-term commitment.

We are looking for technological partners who want to commit to the Enthec project, who help us in the search for clients, and who have the knowledge and technical capabilities in Cybersecurity that allow them to develop the necessary Remediation, Mitigation, and Protection actions, as well as IT risk assessment of third parties, becoming an integral part of our value chain.



ENTHEC[®]

Enthec is a Deep Tech cybersecurity software development and manufacturing with hacker approach, to extend the reach of cyberprotection strategies of organizations.

Founded as a startup in 2019 by María Rojo, Enthec has grown through funding rounds and the success of its Kartos platform to consolidate itself as one of the Deep Tech with more innovative and effective solutions in the field of Cybersecurity.

www.enthec.com

If you want to learn more about our Partner Program or try our Kartos XTI Watchbots platform for free and discover how it can protect your customers and the competitive advantages it brings to your Cybersecurity solutions and services, you can contact us through this email address:

hello@enthec.com



kartos ©
XTI watch**bots**

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