



PARTNER PROGRAM

ABOUT ACI A/S

Cyber threats and IT risks are increasing globally across industries. The methods and tools used for IT risk management today fail to deliver the consistent decision support that organizations need.

ACI's mission is to provide better decision support for business leaders through data-driven IT risk models based on proven scientific methods.

Our team consists of IT risk analysts with diverse backgrounds such as IT security specialists and insurance mathematicians.





WHY PARTNER WITH ACI?

ACI is a frontrunner in making quantitative information risk assessments accessible to businesses of all sizes. Business leaders can leverage proven scientific methods for better decision support in information security by letting our expert team of risk specialists and actuarial mathematicians do the heavy lifting.

ACI has developed a risk assessment methodology based on FAIR¹ in collaboration with the leading minds of the finance and insurance sectors where the methodology is already widely used.

According to the FAIR institute, 50% of Fortune 1000 organizations already employ FAIR-based risk assessments, benefitting from its unparalleled ability to illustrate Value at Risk in information security and operational risk.

We have seen how our methods helping large international organizations make decisions on multi-million-dollar investments,

are equally valuable in helping smaller companies prioritize IT investments, security requirements or insurance coverage.

It is easy to get started. Partnering with ACI allows you to directly provide accessible and transparent risk assessment tools for your clients, leaving the complex behind-the-scenes work to our quantitative experts and calibrated models.

Many mistakenly believe that quantitative risk assessments require large amounts of data. With ACI's Quantitative Assessment Platform (QAP) and facilitated workshops, your customers can utilize existing records and expert insights to quantify their risk exposure and start making better decisions on information security.

¹ The FAIR Institute is a non-profit professional organization dedicated to advancing the discipline of measuring and managing cyber and operational risk

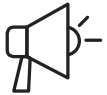
COMPETITIVE PROGRAM BENEFITS

The purpose of ACI's partner program is to build a long-term partnerships with common defined goals. Together, we achieve mutual and desired results and goals. All partners, regardless of level, enjoy access to the QAP, support from ACI, and our partner newsletter. Here's a high-level glance at some additional program benefits:



BUILD RECURRING REVENUE

You will create a new revenue stream, and you can benefit from your customers using the QAP. You present the customer to us; we do all the work



DRIVE MARKET AWARENESS, EDUCATE CUSTOMERS AND CAPTURE LEADS

Quantitative assessments have been used for decades. It provides better decision support and when done right, it takes less time and a better qualified output



GET AHEAD OF THE MARKET WITH BEST RISK MANAGEMENT METHODS AND PRACTICES

We continue to develop the QAP following advancements in quantitative risk management



GET SUPPORT TO HELP YOU SUCCEED

Whether you're sizing a deal, landing an account, or deploying QAP for a customer, we're here to help you



OUR PARTNERS

We focus on having the best partnerships, not the most partners. We are committed to driving deeper relationships with partners who believe and invest in ACI. We also want to make it easy for new partners to get started quickly and easily.

We work with partners around the world in ways that work for them – from resellers to referral partners.

OUR PARTNER PROGRAMS

The ACI partner program has two types of partners. *Referral* and *Reseller*. Both partners are by invitation only and requires a signed agreement.

When invited to become a Reseller Partner you'll have better benefits, and the opportunity to get your company logo and name on the QAP. Your customers will use the QAP under your company name – powered by ACI. Furthermore, you will have access to partner support, and automatic updates on relevant data. As a Reseller Partner there is an onetime onboarding fee of €40K EUR, in exchange the first client is free of charge.

CONTACT

If you have any questions, suggestions, or feedback about the partner program, please email us at partner@aci.dk.

You can also send us a message via our contact form at www.aci.dk/en/contact-aci/

We're happy to hear from you.

Connect with ACI online:

[LinkedIn](#) | www.aci.dk

BENEFITS

	Reseller	Referral
First client free of charge	✓	
Branded QAP with you company logo and name	✓	
Monthly status meetings	✓	
Partner support to QAP	✓	
Updates on data	✓	✓

TERMS

	Reseller	Referral
Minimum commission to ACI per client	15K EUR (first client is free)	–
Minimum number of clients yearly	1	1
Partner revenue from client contract sum	25%	10%
Client price point is defined by	Partner	ACI
Contract holder	Partner	ACI
Minimum agreement duration	3-year	3-year



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