

CLAWOLF CHANNEL ECOSYSTEM

Channel Guide

A practical route from the first qualified opportunity to a governed customer deployment. For resellers, system integrators, MSSPs and strategic partners.

Why Build Your Practice With CLAWOLF?

More reasons for the customer to move. Combine a clear AI security conversation with an operating layer for enterprise security decisions and authorized response. Address existing-tool fragmentation and build a broader replacement or modernization case.

Less repeated implementation effort. ACD structures discovery, planning, configuration, validation and go-live. Prepared-environment one-day deployment is a target, with scope, access and readiness confirmed first.

An easier financial conversation. Try And Buy adds three or six free-use months to the agreed subscription. Approved 12- or 36-month payment facilities can spread the purchase commitment.

Predictable subscribed cloud scope. Standard CLAWOLF Cloud Service infrastructure, support and purchased-product updates are included within the agreed scope. Program customers pay cloud costs during free use; coverage during subscription follows their program agreement.

Three Documents, Three Jobs

Document	Use It For
Channel Alliance	The customer and partner opportunity
Channel Guide	Qualification, deployment and operating responsibilities
Channel Economics Benefits Program	Prices, financial facilities, rebates and optional investment terms

Start a partner discussion: enterprise@clawolf.com.

CUSTOMER FIT AND PRODUCT SELECTION

One Opportunity, The Right Scope

Customer Need	Starting Offer	Partner Opportunity
AI agents, models, tools and memory	AIS Core or AIS Signature	AI assessment, policies and controlled adoption
Investigation and decision quality	AS-OS Starter	Analyst enablement and investigation workflow
Detection linked to permitted response	AS-OS Core	Integration and operational modernization
Enterprise control and recovery	AS-OS Governance	Policy design, human approvals and governance
Advanced context or exposure chains	Selected add-ons or one suite	Broader analysis and specialist services

Packaging Rules

Starter, Core and Governance are independent annual licences; none automatically includes another. AIS Core and Signature operate independently of AS-OS. Signature includes AIS Core for the same asset scope. Native enterprise coordination depends on the agreed supported AS-OS integration and relevant rights.

Intelligence Assurance includes DIA and AVF Advanced. Exposure Defense includes those components plus CVEC. Choose one suite for the same scope; do not charge included components again.

Product And Roadmap Truth

AS-OS: in production, available. **AIS:** in development; confirm the supported release before a customer deployment commitment. **CNDA:** specialist product roadmap, not seven already-released products.

Use the current Licensing page and the Economics program for cloud list prices. On-premises and air-gapped projects receive a scoped quote.

PLACEMENT AND COMMERCIAL RESPONSIBILITY

Deployment Choice

Placement	Available Options	Agree Before Deployment
CLAWOLF Cloud Service	AWS, Azure or Google Cloud, within the supported service profile	Region, capacity, retention, service scope and SLA
Bring Your Own Cloud (BYOC)	AWS, Azure or Google Cloud in the customer account	Account access, billing, network, keys and responsibility
Private Cloud	VMware private cloud	Supported versions, compute, storage and connectivity
On-Premises	Customer-controlled infrastructure	Sizing, platform compatibility and administrator access
Air-Gapped	Isolated customer environment	Offline dependencies, licences, import paths and update procedure

Cloud Costs Have A Defined Boundary

Standard CLAWOLF Cloud Service infrastructure is included during the agreed subscription scope. Standard BYOC infrastructure billing is separately agreed. Try And Buy participants pay their cloud costs during free use; agreed subscription coverage starts with the subscribed period. Optional third-party AI reasoning remains customer-paid.

ACD Is Paid, With Permission Gates

AS-OS ACD is mandatory at USD $5 per billable asset per year for cloud, charged once across selected AS-OS packages. AIS ACD is separately quoted. On-premises and air-gapped commercial scope is quoted. A licence never grants cloud, administrator or production-action authority.

Confirm supported product release and topology. A deployment option does not mean every connector or optional external service can operate in every placement.

QUALIFICATION THROUGH GO-LIVE

A Repeatable Delivery Path

Stage	Partner And Customer Inputs	Exit Condition
Qualify	Problem, customer owner, asset scope and success criteria	A documented evaluation scope
Plan	Placement, capacity, licences, responsibilities and approvals	Supported plan and known prerequisites
Configure	Approved identities, policies, connectors and scoped credentials	Configuration validated without hiding blockers
Validate	Readiness, entitlement and agreed functional checks	Evidence supports the permitted go-live decision
Run	Customer-authorized operating boundaries and support handover	Named ownership and truthful runtime visibility
Maintain	Updates, recovery plan, renewal and change controls	An agreed operational relationship

The One-Day Target

ACD aims to make a prepared, supported deployment available within one day rather than weeks. Customer approvals, capacity, access, network and supported product release must be ready. Time needed to resolve missing prerequisites is separate.

An Illustrative 10x Capacity Conversation

Assume a ten-day delivery budget: one manual setup taking ten days versus ten prepared one-day ACD deployments. This is a **deployment-capacity planning example**, not a measured pipeline result. Qualification, integration complexity, meetings and conversion can limit actual throughput.

Agree evidence of success before the evaluation. Do not convert a setup target into an unconditional installation, ROI or sales guarantee.

TRY AND BUY / PAYMENT FACILITIES

A Lower-Friction Buying Path

Programme Option	Free Usage	Subscription Commitment	Payment Facility
Try And Buy / One Year	3 months	1 year in addition to free use	Approved 12-month instalments
Try And Buy / Three Years	6 months	3 years in addition to free use	Approved 36-month instalments

Customer Cloud-Cost Offer

During free usage the customer pays its cloud costs. During subscription CLAWOLF covers cloud costs within the agreed program deployment scope. Document capacity, region, retention and any optional paid services so the customer can budget predictably.

Financing Is A Payment Facility

An approved annual 12-instalment plan has a flat 10% financing uplift. The approved three-year plan applies the additional 10% customer discount, then a total flat 25% financing uplift across 36 instalments. Purchases remain annual or committed multi-year obligations; these are not cancellable monthly services.

Partner Economics Remain Visible

Record the accepted licence scope, channel discount, customer resale price, payment schedule, eligible S, rebate, team incentive and settlement plan. The Economics program distinguishes ordinary channel benefits from the separate optional equity-linked support.

Confirm program eligibility, supported release, deployment readiness and written terms with CLAWOLF. No interest-free financing, guaranteed ROI or absolute satisfaction promise is implied.

MSSP DELIVERY AND CONTINUITY

A Partner Practice That Can Renew

Tenant And Customer Boundaries

Use assigned-customer lifecycle views, delegated roles and tenant workspaces within the agreed scope. Identify the customer authority for permitted actions and keep each tenant's credentials, evidence, approvals and commercial rights separate.

Scope to confirm: consolidated incident and detection fleet queues are not yet instrumented. White-label and OEM delivery require explicit enablement and an agreed commercial and engineering plan. Do not promise these as an already-complete managed service.

The Partner's Ongoing Services

Build assessment, integration, policy configuration, operator training and managed operations around the licensed capabilities. Use the broader portfolio to identify adjacent needs while distinguishing released products from the CNDA roadmap.

Support, Updates And Renewals

Support and updates to the purchased existing product are included within the agreed scope. New products are separately licensed. Agree first-line support, escalation, recovery, backup and change responsibilities. Track renewal preparation at 90, 60 and 30 days with the named customer owner.

The First-Customer Working Record

Maintain one record with customer and partner owners, asset and tenant scope, success criteria, placement and prerequisites, licences and ACD, permitted operating authority, payment terms and the next joint action.

Partner Portal and Ecosystem Workspace collaboration supports further development. Confirm what is enabled for the partner rather than representing planned functions as already operational.

Channel contact: enterprise@clawolf.com.