

Cyber risk visibility and revenue enablement built for channel partners



Key features

- **Visibility of client IT and security spend across services and providers**
- **Identification of service gaps and security vulnerabilities with measurable risk context**
- **Build security packages aligned to client goals, risk and budget**
- **Competitive revenue recovery – track contracts and renewals of other providers**
- **Structured account reviews to drive upsell and cross sell**
- **Visual presentation of recommendations for client understanding**
- **Recurring revenue opportunities through consolidation of services**

About HighGround

HighGround is a cybersecurity visibility platform built specifically for channel partners to uncover opportunities within client accounts, improve commercial conversations and drive revenue growth. By gaining visibility into client cybersecurity posture, security investments and service coverage, HighGround allows partners to reposition offerings, build clear security packages and demonstrate the value of their services through measurable risk insight.

Why we partner with HighGround

Channel partners often struggle identifying opportunities, proving the value of their services or demonstrating measurable outcomes. HighGround gives partners the insight and tools to:

- Discover where clients are spending on IT and security
- Measure and benchmark client security posture to identify gaps
- Position security packages clearly, visually and aligned to client objectives
- Conduct structured account reviews that naturally drive upsell and cross sell opportunities
- Strengthen client relationships through data-driven conversations

The challenges HighGround solves

Disconnected systems and a lack of insight can make it hard to position security and IT services effectively. HighGround addresses these challenges by providing clear visibility of client IT spend and service gaps, tools to align solutions with the client business goals in mind as well as any compliance requirements. It's a structured approach to uncovering and capturing revenue opportunities through measurable risk visibility and commercially focused recommendations.