True Positives

Transcend Commodity Testing - Capture Strategic AppSec Engagements

# Strategic AppSec Partnership Program

"Outsourcing vulnerability scanning to specialized firms can offer more robust security due to their focused expertise and advanced tools."

-Forbes

Partner Value Proposition

Transform your security consulting practice from declining penetration testing revenues to strategic, subscription-based application security relationships that maximize client lifetime value.
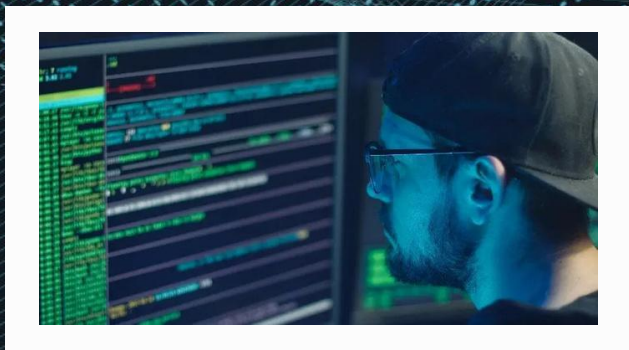
"Security consulting firms confront declining penetration testing revenues as automated scanning tools commoditize traditional assessment services. The market rewards firms that deliver comprehensive security value at modern velocity.."

Read the full analysis: Beyond the Pen Test Boom - How Application Security Firms Maintain Market Position

Three-Tier Service Architecture

Foundation Layer: Managed DAST Services

1

- Enterprise-grade Invicti DAST with expert validation
- Executive-ready risk reporting with remediation guidance
- Remediation validation rescans included
- Partner Benefit: Establish baseline security coverage that supports long-term client relationships

Enhancement Layer: Expert Manual Testing

2

- Your security specialists conduct targeted manual assessments
- Focus on business logic flaws and advanced attack vectors
- Human judgment where automated scanning requires expertise
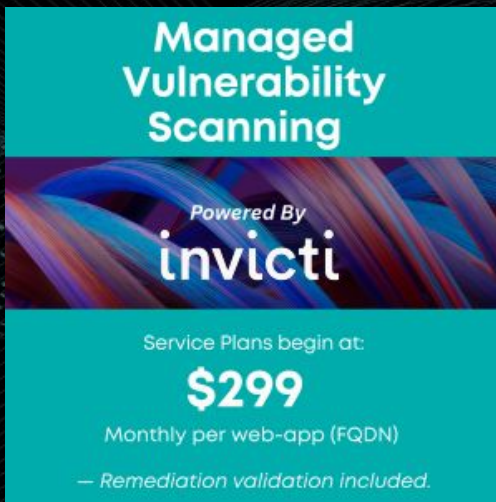- Partner Benefit: Differentiate from commodity scanning services

Strategic Layer: Comprehensive AppSec Authority

3

- Business logic assessment and threat modeling workshops
- Secure architecture review and development lifecycle integration
- Strategic advisory relationships beyond traditional testing
- Partner Benefit: Position your firm as comprehensive AppSec authority

Integrated App Security Testing Solution

Foundation Layer

T+ Managed DAST scanning delivering routine expert verified analysis of application vulnerabilities.

Enhancement Layer

Partner role as trusted appsec advisor begins with manual pen testing support in search of vulnerability scans cannot detect.

Strategic Layer

Partner role as trusted security advisor extends to include servicing clients specialized domain service requirements.

Our Partner Program lets you:

Transform your AppSec service offerings
Deliver comprehensive modern application security solutions that distinguish your firm from slow, people-centric legacy providers while adapting to market demands for enhanced assurance, speed and cost control

Boost Competitiveness
Strategically adopt proven hybrid application security testing that combines automated and manual methods to deliver superior assurance strength at competitive pricing

Effortlessly expand through strategic partnership
Onboard a strategic ally with comprehensive AppSec testing platform and people expertise capabilities that scale across multiple client engagements

Capitalize on subscription stickiness
Win more clients and retain them through recurring service subscriptions that generate predictable revenue streams

Expand beyond AppSec boundaries
Compete more effectively in AppSec and win in new environments where broader cybersecurity solutions and expertise are required

Position better for success
Establish sustainable competitive advantages through proven methodologies, strategic partnerships, predictable revenue models, and expanded market opportunities that collectively accelerate your firm's growth trajectory

Service Pricing: Tiers & Options

T+

Core Service:
Managed Vulnerability Scanning

On Demand
Frequency: One-time
MSRP: $995
Discount: 0%
Offered Price: $995
Monthly Cost: —

Annual subscription required: On-demand, quarterly, or monthly scans.

Quarterly
Frequency: 4 X Per Year
MSRP: $3,980
Discount: 10%
Offered Price: $3,595
Monthly Cost: $299

Pricing is per FQDN (Fully Qualified Domain Name)

Monthly
Frequency: 12 X Per Year
MSRP: $11,940
Discount: 20%
Offered Price: $9,595
Monthly Cost: $799

Scan results are expert-validated for zero false positives

Optional Service:
Deep Analysis Extension
(Expert Manual Inspection)

Small Target
Pen Test Days (Min.): 2.5

Daily Rate: $1,900

Fee Total: $4,750

Available ONLY to scan service subscribers

Medium Target
Pen Test Days (Min.): 3.5

Daily Rate: $1,900

Fee Total: $6,650

Attachable to any scheduled target scan event. (on-demand or recurring)

Large Target
Pen Test Days (Min.): 4.5

Daily Rate: $1,900

Fee Total: $8,850

Upgrade fee is separate from scanning fees

Scope must be reviewed and confirmed with T+ before engagement

Strategic Partnership Model

Level 1 — Elite Partner

Partner Scan Service Subscription Sales Percentage

- 30% for annual
- 20% for quarterly
- 15% for single scans

- Annual Revenue Commitment: $100,000 in vulnerability scanning subscription resale.
- Re-branding Scan Reports
- Partnership Support: Dedicated T+ liaison

Plus: T+ Subscriber Project Opportunities

Benefit from helping To serve its clients with penetration testing and their advanced application security projects.

- Priority Access: First consideration.
- Project Compensation: $1,600 per day for subscriber-requested security projects
- Response Requirements: 72-hour commitment window for project acceptance or decline

Level 2 — Premium Partner

Partner Scan Service Subscription Sales Percentage

- 20% for annual
- 15% for quarterly
- No single scan resale

- Annual Revenue Commitment: $50,000 in vulnerability scanning subscription resale.
- Partnership Support: Quarterly business reviews

Plus: T+ Subscriber Project Opportunities

Benefit from helping To serve its clients with penetration testing and their advanced application security projects.

- Priority Access: Second priority after Level 1 partners.
- Project Compensation: $1,500 per day for subscriber-requested security projects
- Response Requirements: 72-hour commitment window for project acceptance or decline.

Level 3 — Standard Partner

Partner Scan Service Subscription Sales Percentage

- 15% for annual
- 10% for quarterly
- No single scan resale

- No Annual Revenue Commitment
- Partnership Support: Standard Support

Plus: T+ Subscriber Project Opportunities

Benefit from helping To serve its clients with penetration testing and their advanced application security projects.

- Priority Access: Third priority, overflow projects only
- Project Compensation: $1,400 per day for subscriber-requested security projects
- Response Requirements: 72-hour commitment window for project acceptance or declinE.

Resources:

Partner

MSSP Partnership Program Brief
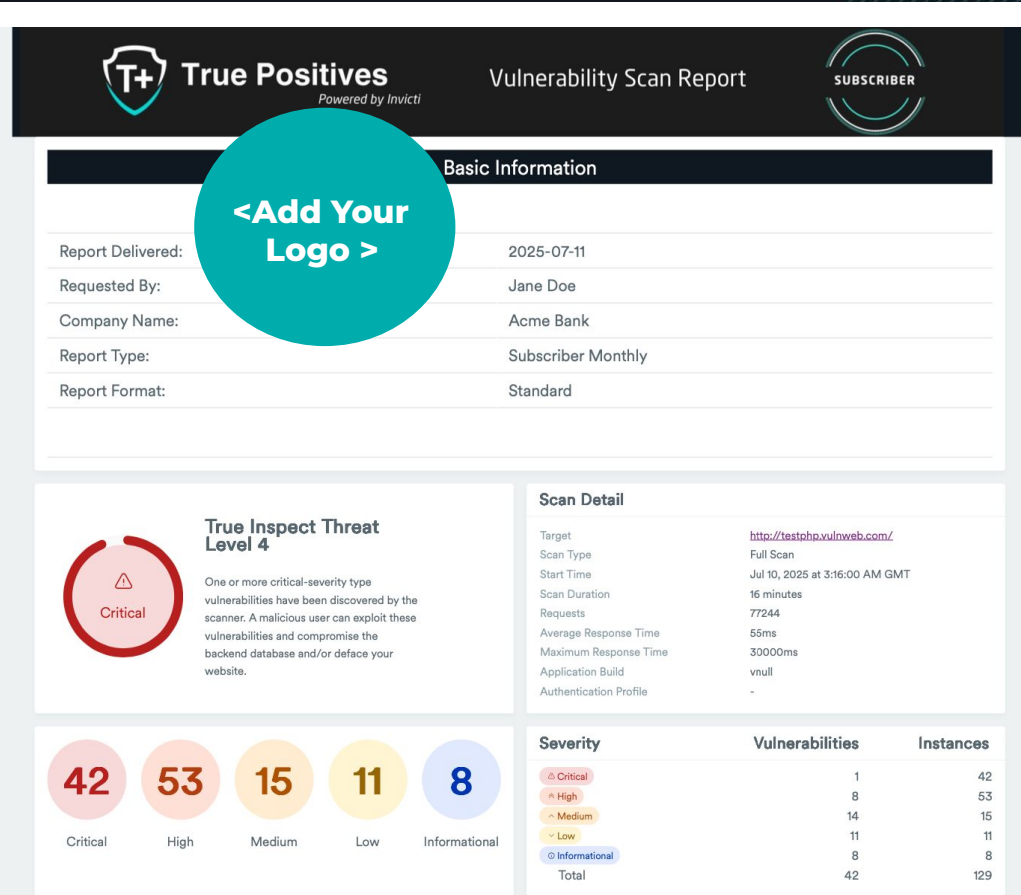
Vulnerability Scan Report Sample

End User

End User Solution Brief.

Vulnerability Scan Report Sample

Service Target Onboarding

Scan Readiness Checklist

Frequently Asked Questions (FAQ)

Let's Explore Synergy

Our managed application security services integrate effectively with existing security consulting portfolios, and getting started is easy.

contact our Partnership team

www.true-positives.com

www.true-positives.com/partner-program