Ultra Electronics, 3eTI
Channel Partner Program

KEY BENEFITS
- Access to a leading supplier of industrial cyber security solutions with a proven track record
- Gain competitive advantage by adding robust cyber security solutions to complement existing industrial product lines
- Increase revenue and market potential
- Receive pricing discounts
- Participate in complimentary continuing education — technical selling, technical product training, technology training
- Receive priority product support
- Access to sales demos
- Collaborate in sales and marketing programs and co-sponsored events
- Access to printed promotional materials, sales materials, presentations and more
- Receive assistance with webinars and trade shows presentations
- Access leads – webinars, website enquiries, etc.
- Listing on the 3eTI website as an official channel partner
- Influence product roadmap and product enhancements

The Ultra Electronics, 3eTI Channel Partner Program combines a global network of world-class technology leaders including value-added resellers, system integrators and distributors. Our objective is to provide a strong and trusted support structure for our customers while generating joint sales success and growth opportunities for our channel partners.

Channel partners benefit from collaborative activities and resources that blend sales and technical education, technical tools, demonstration kits, cooperative sales planning, and co-marketing initiatives to advance competitive outcomes. Our flexible partner terms allow you to choose the style of commitment that best suits your business needs.

Who We Are
3eTI, an Ultra Electronics company, is a leading cyber-technology company with products and systems that secure critical infrastructure and improve operational efficiency. Protecting energy, utilities and government critical infrastructure for more than 20 years, 3eTI’s proven solutions are designed to safeguard automation and industrial control systems (ICS) from cyber threats without hindering performance.

What We Do
We understand that cyber security is essential in today’s increasingly dangerous and competitive global markets. That’s why all our solutions are certified for robustness by widely-recognized global standards bodies, as well as government and military agencies. Our solutions are designed to protect operational technology (OT) networks in new and legacy systems against cyber-events that impact safety and system availability. 3eTI’s proven solutions are designed to safeguard automation and industrial control systems (ICS) from cyber-threats without hindering performance.

Our product portfolio ranges from net-centric, out of the box and OEM products that enable comprehensive data protection for a wide range of defense and industrial applications. These include secure wireless mesh networks, industrial sensor networks, and solutions for cyber security and perimeter security.
PROGRAM OVERVIEW

Critical Infrastructure Protection (CIP) market is forecast to grow from $57B in 2016 to $86B in 2021.
- Visiongain Market Report

We are looking for new technology-embracing, forward-thinking industrial partners who understand the importance of cyber-securing automation and industrial control systems. If your company is dedicated to providing the solutions that will drive critical systems security, wireless infrastructure and industrial automation, 3eTI wants to hear from you.

Contact our Channel Partner Group to learn more:
sales@ultra-3eti.com
+1 301-670-6779

Applications

**CYBER SECURITY**
- Layer 2 and 3 Encryption, Industrial Firewalls, Deep Packet Inspection, Virtual Private Networks, Threat Analysis & Monitoring

**WIRELESS**
- Mesh Networks, Advanced Metering, WiFi, Mobile Communications

**SYSTEM**
- Video Surveillance, Energy Management, Secure Video Teleconferencing, Central C2 Administration

Our Customers

Our mission is to be a trusted partner to security-conscious automation integrators and innovators to help secure gaps and vulnerabilities that threaten vital operations. Renowned for enabling information assured communications, 3eTI has an unrivaled heritage in solving operational security challenges for prominent customers including the US Department of State and US Navy. The emergence of the Industrial Internet of Things (IIoT) increases the cyber-attack surface of control systems. We strive to help secure systems while still allowing the benefits of IIoT connectivity.

BENEFITS OF PARTNERSHIP

3eTI understands the value of strong channel partnerships in the industrial supply chain. Our goal is to be a trusted partner with industrial automation and control systems integrators, manufacturers and distributors to provide critical components that optimize security and wireless automation. Cyber security is a constantly evolving technology with high-growth potential in the industrial sector. 3eTI is specialized in industrial control networks; our experts will work with you to add that vital security layer to new or existing systems.

Target Markets

- **OIL & GAS**
- **NUCLEAR**
- **HEALTHCARE**
- **TRANSPORTATION**
- **BUILDING AUTOMATION**
- **FEDERAL**
- **DOD**
- **UTILITIES/ ELECTRIC**
- **MANUFACTURING**
- **WATER/WASTEWATER**