

The Leader in Enterprise Risk Management

At Sword Active Risk, Enterprise Risk Management (ERM) is at the heart of everything we do. The Sword Active Risk approach ensures that business leaders have actionable data to make informed business decisions and capture strategic value within their organization.

Active Risk Manager (ARM) is the Industry-Leading ERM Solution Because of the Benefits it Brings to a Business:

Competitive Advantage

Business leaders who understand their organization's risk are able to leverage it to create opportunity and competitive advantage. With superior Enterprise Risk Management, risk can be addressed thoughtfully and proactively - ensuring that strategic goals are met.

- Reaction times decrease, super charging business performance.
- Project predictability improves, outperforming the competition with more on-time and on-budget deliveries.
- Compliance is thoroughly addressed, boosting confidence and providing peace of mind.
- And, most importantly, new opportunities are discovered, accelerating growth.

Strategic Visibility

Enterprise Risk Management is more than just a task to be completed by an organization's Risk Management Team.

Sword Active Risk's unique approach provides business leaders with a comprehensive view of their organization's aggregate risks and opportunities, enabling them to make better-informed decisions based on quantifiable data.

Sword Active Risk's technology is designed to cut through mountains of risk data to ensure that executives have the exact information that will help them to meet their business goals and objectives.

Actionable Data

Sword Active Risk provides the first and only solution that can collect all risk data from anywhere in an organization.

With Sword Active Risk's approach, all risk data is collected at the point at which it is encountered - whether on a project, in operations, or at a strategic level - ensuring true visibility across an enterprise whilst promoting accountability.

Comprehensive, real-time data becomes instantly actionable through dashboards and reports that are defined against business objectives putting them into meaningful context.

Proven Success

Sword Active Risk has over 25 years of experience in the Enterprise Risk Management Industry.

Sword Active Risk's customers include Fortune 100 companies and leaders in aerospace and defense, engineering and construction, energy and mining, government and other industries, from NASA to Nestle, Network Rail to NATO.

Active Risk Manager Partner Types

Sword Active Risk maintains a wide variety of Partner relationships, but the common thread is proven expertise in the industry and in our software. Our Partners range in size from small firms to global organizations.

Our Program accommodates a large Partner eco-system that offers tools, resources, and competitive compensation plans. We focus our investments in areas that Partners have told us are most important, including: dedicated Partner management; sales and technical certifications; access to helpdesks, and much more.

Value Added Reseller (VAR) Partner

Our VAR Partners gain access to new markets, receive training, certifying them to deliver Active Risk Manager, as well as provide technical, product, and implementation best practices to their customers. With easy access to Active Risk Manager, they can deliver a complete Risk Management solution to their customers.

Technology and Content Partner

The Technology and Content Partner Program allows Partners to build and deploy their own solutions aligned to the Active Risk Manager platform.

Consulting and Implementation Partner

Sword Active Risk's industry-leading solutions are often implemented as part of a larger performance improvement or cultural change initiative. By leveraging our solutions and collaborating with our experts, Partners can benchmark their customer results — by using best of breed technology as a differentiator to improve risk maturity at all levels.

By leveraging the Active Risk Manager platform, Partners can provide powerful and scalable solutions, tools and business processes to lead their customers on a successful risk management journey. Partners also gain access to Active Risk Manager to configure and represent the desired framework and process they wish advocate to their client.

Introductory Consulting Partner

Without making the full commitment to becoming an authorized reseller, introductory consulting Partners earn monetary rewards when referring leads that result in software license sales.

By joining the Active Risk Referral Partner Program, Partners can generate license revenue for referring our industry leading risk management solutions to their network, including customers, partners and colleagues. To help them maximise the number of potential referrals they make, we offer product training, marketing collateral and full technical support.

The Sword Active Risk Deal Registration Program

The Sword Active Risk Deal Registration Program is designed for Risk Consultants through to Value Added Resellers and Solution Providers. This includes both existing Partners of Sword Active Risk, but also those with a less formal relationship.

What is Deal Registration?

Deal registration is a program that Sword Active Risk offers to individuals or organizations, which rewards them for bringing new business opportunities to Sword Active Risk's attention. The individual or organization would inform Sword Active Risk about a lead, and in return will be given a percentage of the licence fee, if the opportunity moves to closure within twelve months.

Once a lead is registered with Sword Active Risk, the Partner Manager will review whether the lead is a current opportunity within the internal CRM. Deal Registration is only available when an opportunity is not already registered by another Partner or Direct Sales Team i.e. an existing open opportunity must not already exist, or currently being worked on by the Sword Active Risk Sales Team, in order for the deal registration to be valid. Registration of a qualified new deal is completed by submitting the registration form online at www.sword-activerisk.com/deal-registration/

Deal Registration Policy – Key Points

- Any opportunity already known to Sword Active Risk will not be considered for Deal Registration.
- Valid Sword Active Risk products for deal registration must be generally available.
- Opportunity must be presented with a clear and detailed description of customer business case, an outline of the likely sales cycle, and a reasonable understanding of customer's procurement process based upon Partner's business development efforts thus far.
- Net licence opportunity size to Sword Active Risk must be either equal to or greater than £10,000 excluding any maintenance and support costs, to receive 10% margin against the licence value of the opportunity.

Sales Support

- Pipeline management through clear rules of engagement with the field.
- Rules of engagement provide the foundation for building a world-class channel built on support, trust and fairness.
- Close engagement with the channel on deals and the end user with permission and support from the Partner allow us to have a realistic view of how the channel is performing and where the gaps are in the pipeline.
- Revenue matches expectations.

Why Partner with Sword Active Risk?

Join forces with us to create a smarter, more connected global business community by becoming an Active Risk Business Partner. Recognizing the critical role our Partners play in delivering our solutions to customers around the world, we give our Partners a promise to provide tools and information to set them up for success, simplify doing business with us, and reward them for their growth and commitment to us.

We commit to positioning Partners for business growth by helping them gain a competitive advantage, differentiate themselves in the marketplace and expand their business. We reward them for their expertise and investment

in our relationship through clear rules of engagement that guide selling a flexible solution that is configurable out of the box vastly reducing the time to value in meeting customer's expectations.

The program provides the opportunity to represent a global leader in risk management software that has a rapidly growing global customer-base with customer references from some of the world's most prestigious companies.

Our Partners are at the Heart of our Business:

- We have a proven track record of trusted Partnerships and consistent Partner investment.
- Joining the Partner Program is a joint long-term commitment based on a shared vision to demonstrate value out of managing risk.
- The Sword Active Risk Partner Program is designed for a mutually profitable relationship.

Working Together

Sword Active Risk is the leader in Enterprise Risk Management for the world's largest Manufacturing, Engineering, Aerospace and Government organizations. Whether it's working with Sword Active Risk to deliver integrated risk solutions or delivering value added services, there are many exciting opportunities for our Partners to enhance their risk management offering to customers worldwide. By working together we're creating a thriving ecosystem in which we can all be successful. Sword Active Risk is committed to supporting our Partners through a framework built and designed to ensure success. This framework focuses on:

- Greater market exposure and expanded business opportunities as Partners differentiate themselves by leveraging Active Risk Manager capabilities.
- Rewards for sales success, solution development, and the ability to satisfy our mutual customers.
- Collaborative planning and execution.
- On-going support and development.
- Influencing the ARM road map to meet the needs of all customers.

Supporting Partners Every Step of the Way

Joining the Active Risk Partner Program provides Partners with the opportunity to provide their customers with industry-leading Enterprise Risk Management software, increase their revenue base whilst having access to exciting opportunities for growth and new business.

The Active Risk Partner Program Offers:

Sales and Marketing Support

Active Risk is committed to supporting Partners with their marketing and business development activities. We aim to provide collateral, creative and campaign support on activities that directly affect and grow the business. Partners also have access to a wide range of case studies, digital and printed collateral and whitepapers to help them generate demand and support the sales process.

Technical Support and Training

We offer a comprehensive training and accreditation program to all Active Risk Partners. For on-going support they have access to the Active Risk Technical Support Team as well as on-location and web-based product and technical training.

Partner Portal Access

Partners will be provided with access to the 'ARM Partner Hub' for all Program and product information, submit deal registrations, access training and sales resources and receive Partner communications.

Deal Registration Program

Our Deal Registration is a Program that rewards individuals or organizations for bringing new business opportunities to Sword Active Risk. When a lead moves to closure Partners are remunerated with a generous percentage of the licence fee.

Global Risk Management Community

Become an integral part of the Global Risk Management Risk community and have access to wider on-demand content, training, and customized solutions and attendance at our Global Customer Conferences typically held in the USA, UAE, UK and Australia.