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## Horizon3.ai Unveils Vanguard Partner Programme to Expand Autonomous Security Services and Revenue for the Channel

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**London, 7 April 2025** – Horizon3.ai, a leading provider of autonomous security solutions, announced its **Vanguard Partner Programme**—a global channel initiative designed to help partners build profitable lines of service, deliver measurable outcomes, and lead the market in autonomous security leveraging the NodeZero® Platform. The programme was announced to partners at their inaugural **Global Partner Conference 2025 in Frisco, Texas**, which opened on 3 April, bringing together partners from around the world to collaborate, share insights, and shape the future of security.

With a tiered structure that includes Silver, Gold, and Platinum levels, the Vanguard Partner Programme provides escalating benefits based on technical enablement and business engagement. Built with MSSPs, security resale partners, consultants, and distribution partners in mind, the programme emphasizes scalability, services-led growth, and recurring revenue opportunities. Partners gain access to commercial, technical, and marketing advantages that support go-to-market success and long-term profitability—each element purpose-built to accelerate partner value.

“The team at Horizon3.ai is thrilled to roll out our innovative Vanguard Partner Programme,” said Marc Inderhees, Vice President of Channels & Alliances at Horizon3.ai. “As a market leader, Horizon3.ai is reshaping how technology service providers approach autonomous security. By combining our platform, NodeZero, with focused enablement and GTM support, we’re helping partners transform pentesting into a gateway for higher-margin services—from compliance and remediation to consulting and managed security services. It’s a massive opportunity for our ecosystem to build sustainable growth.”

NodeZero, already trusted by more than 3,000 organisations and used in nearly 120,000 real-world tests, allows partners to help their customers continuously identify and eliminate exploitable weaknesses by thinking and acting like an attacker. This offense-driven approach—rooted in real-world tactics, validation of defences, and deception-based detection—exposes and closes the gaps that traditional tools and manual testing often miss.

Key programme benefits include:

- **Deal registration, lead sharing, and renewal protection** to support partner-led growth
- **Multi-tenant licensing and POV capabilities** to streamline service delivery
- **On-demand and instructor-led training** for technical and sales enablement
- **Role-based accreditations** for Sales Executives, Solution Architects, and Administrators
- **Co-branded content and partner portal access** for seamless integration into existing offerings

Premier partners are already embracing the Vanguard Programme to enhance their go-to-market strategies.

“This is one of the most strategic partner programmes we’ve seen in cybersecurity,” said Marc Brungardt, President and Co-Founder at Foresite Cybersecurity, a Horizon3.ai Partner. “NodeZero gives us a unique edge in proving impact to our clients. Vanguard gives us the structure and support to turn those assessments into revenue-generating services—from remediation and SOC consulting to GRC reporting and vCISO advisories. It’s enabled us to grow faster and deepen client trust.”

The Vanguard Partner Programme enables technology service providers to go far beyond traditional, point-in-time penetration testing. By building service lines across assessment, remediation, defence, and advisory, partners can deliver comprehensive solutions that meet modern client demands—and unlock entirely new revenue streams. Whether selling compliance assessments, proactive monitoring powered by NodeZero Tripwires™, or strategic advisory services backed by NodeZero Insights™, Vanguard positions partners as indispensable allies in their clients’ long-term security strategy.

To learn more or apply to become a Vanguard Partner, visit: [www.horizon3.ai/partners](https://www.horizon3.ai/partners)

**About Horizon3.ai and NodeZero:** Horizon3.ai provides a cloud-based platform, NodeZero, enabling organisations and public authorities to run production safe self-attacks on their IT infrastructure to assess their cyber resilience through penetration testing (pentesting). Thanks to its cloud model, the platform offers affordable, regular autonomous pentesting, making it accessible from small to mid-sized, to large enterprises. Horizon3.ai continuously monitors the cybercrime landscape to ensure that newly discovered vulnerabilities are swiftly integrated into the cloud system. NodeZero not only identifies security flaws but also offers tailored recommendations for remediation. Through this platform, Horizon3.ai helps organisations meet rising regulatory demands for cyber resilience in Governance, Risk & Compliance (GRC), with guidelines recommending an internal self-attack at least once a week.

**Trademark notice:** NodeZero is a registered trademark of Horizon3.ai

**Further information:** Horizon3.AI Europe GmbH, Prielmayerstrasse 3, 80335 Munich, Web: [www.horizon3.ai](https://www.horizon3.ai)

**PR Agency:** euromarcom public relations GmbH, [www.euromarcom.de](https://www.euromarcom.de), [team@euromarcom.de](mailto:team@euromarcom.de)

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