



## Information Security Partnership

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Richard Scannell and Mark Cyhaniuk  
GlassHouse  
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Jeff Thon, VP  
xDefenders, inc. (Information Security Division of Synergy GS)  
1100 Pittsford Victor Rd  
Pittsford, NY 14534  
585-721-0159 cell  
585-385-2770 office  
585-385-3511 fax  
<http://www.xDefenders.com>  
[www.Synergy.gs](http://www.Synergy.gs)



## **Statement of Work**

SafeGuard Appliance Packaging, Testing & Delivery  
Remote Management and Monitoring Services

### **Introduction**

xDefenders will partner with GlassHouse to promote and deliver Vulnerability Assessment services, leveraging the SafeGuard testing system. We will provide valuable technical and logistical services to the end customer.

#### xDefenders will:

1. Source the HP server for less than \$1,000. (full disclosure)
2. Prepare HP 1RU hardware server with hardened Linux OS, xDefenders specific monitoring software based on a prepared software package which incorporates the SafeGuard application
3. Deploy system as a Beta Test System within xDefenders production operation
4. Ship system anywhere GlassHouse customer requires, confirm for all parties
5. Provide ongoing remote Management and Monitoring Services from SOC (includes up/down monitoring, software updates, troubleshooting, technical support)
6. Provide next business day hardware replacement maintenance support
7. Keep a backup copy of the system image at the SOC for fast restoration

#### GlassHouse will:

1. Provide and maintain SafeGuard software application to xDefenders
2. Allow xDefenders to use the SafeGuard software in its production operation
3. Assist xDefenders and the end customer with troubleshooting and application usage
4. Provide training and documentation support for SafeGuard application
5. Allow xDefenders to brand label the system as "SysDefender v2"



Compensation and Fee Arrangement:

GlassHouse and xDefenders will equally split the net revenue derived from the “sale” or “lease” or “rent” of the SafeGuard System to the end customer.

Target 3 year pricing is \$7,500. for year one and \$2,500. for year 2 and \$2,500. for year 3. Target pricing for a 1 year contract is \$5,000.

These prices do not include fees payable to 3<sup>rd</sup> parties (eg. Tenable for Nessus). End customer to acquire this license.

Customer billing responsibilities will be that of the account controlling partner. Full billing and contract disclosure is required for both partners. Also, xDefenders and Glasshouse will not compete against each other for the same opportunities.

GlassHouse consulting revenue derived from the end customer will be 100% GlassHouse. xDefenders consulting revenue derived from the end customer will 100% xDefenders.

Contacts

[Tbullinger@xdefenders.com](mailto:Tbullinger@xdefenders.com) CISSP and Project Leader (Thomas @ 585-385-2770)  
[thughes@xdefenders.com](mailto:thughes@xdefenders.com) CISSP, CISA, Security Analyst (Todd @ 585-385-2770)  
[Jthon@xdefenders.com](mailto:Jthon@xdefenders.com) Relationship Manager (Jeff @ 585-385-2770)

Acceptance

This Scope of Work/ Proposal and the associated terms and conditions is acceptable to GlassHouse and authorizes xDefenders to **proceed with the program.**

\_\_\_\_\_ Date \_\_\_\_\_

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Fax 585-385-3511