



FOR IMMEDIATE RELEASE

Lifeboat Inks New Partnership with Cybersecurity Ratings Platform *SecurityScorecard*

Agreement will help SecurityScorecard service and develop boutique partners across their partner community

Eatontown, NJ (**February 20, 2020**) – Lifeboat Distribution, an international value-added distributor for virtualization, security, business continuity and emerging technologies, announced today a distribution agreement with [SecurityScorecard](#), the global leader in security ratings.

Through the partnership, Lifeboat will recruit and enable SecurityScorecard partners, giving them the ability to build solutions for their customers that address third-party risk and a path for remediation.

SecurityScorecard takes an outside-in view of a company's security posture by seeing what a hacker sees. Their technology uses non-intrusive proprietary data collection methods, as well as trusted commercial and open-source threat feeds to continuously monitor 10 risk factor groups and instantly deliver an easy-to-understand A-F rating. This empowers organizations to immediately identify and prioritize high-risk third parties for assessment and remediation, ultimately leading to a more secure environment.

“The addition of SecurityScorecard to our product portfolio will allow us to provide a solution that addresses today’s cyber threats and third-party risk. said Dale Foster, Chief Executive Officer, Lifeboat Distribution. “They offer security practitioners an accurate and instant view of their organization’s risk of attack. This view includes reporting on top security categories like compliance, risk management, self-assessments, cyber insurance, threat reconnaissance, and all reporting a level of intelligence that delivers a health score of a datacenter’s ecosystem.”

For an "inside- out" view, security questionnaire responses are validated against SecurityScorecard’s instantly accessible ratings, providing a true 360-degree view of third-party cybersecurity risk. SecurityScorecard is the only security ratings company with over a million continuously rated companies. With a belief that trust and transparency is paramount, they give everyone access to their Trust Portal allowing rated companies visibility into the data being collected and how it is being assessed.

“We are thrilled to be partnering with Lifeboat to reach partners across their channel and to enable and grow our existing boutique partners,” said Nicole Stavroff, Senior Director, Worldwide Channels at SecurityScorecard. “With a 360-degree outside-in view of a company’s cybersecurity posture, enterprises will now be empowered to invest in cutting-edge risk management solutions enabling them to protect their business better than ever before.”

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Those interested in distribution services and solutions should contact Lifeboat by phone at +1.800.847.7078 (US), or +1.888.523.7777 (Canada), or by email at sales@lifeboatdistribution.com.

About Lifeboat Distribution

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG), is an international value added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, and build profitable product and service businesses. For additional information visit www.lifeboatdistribution.com, or call 1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.20.210.8005 (Europe). Follow Lifeboat Distribution on LinkedIn, Facebook and Twitter @LifeboatVAD.

ABOUT SECURITYSCORECARD

SecurityScorecard is the global leader in cybersecurity ratings and the only service with over a million companies continuously rated. Founded in 2013 by security and risk experts Dr. Alex Yampolskiy and Sam Kassoumeh, SecurityScorecard's patented rating technology is used by over 1,000 organizations for self-monitoring, third-party risk management, board reporting and cyber insurance underwriting; making all organizations more resilient by allowing them to easily find and fix cybersecurity risks across their externally facing digital footprint. SecurityScorecard is the only provider of instant risk ratings that automatically map to vendor cybersecurity questionnaire responses - providing a true 360- degree view of risk. SecurityScorecard continues to make the world a safer place by transforming the way companies understand, improve and communicate cybersecurity risk to their boards, employees and vendors. Every company has the universal right to their trusted and transparent [Instant SecurityScorecard](#) rating. For more information, visit securityscorecard.com or connect with us on [LinkedIn](#).

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