



# SKYBOX PARTNER PROGRAM



# ABOUT THE SKYBOX PARTNER PROGRAM

## GROW YOUR BUSINESS

Skybox™ Security provides the industry's broadest cybersecurity management platform, giving you the power to address security challenges within large, complex networks, including in physical, virtual, multi-cloud, and even OT (operational technology) environments. Be the trusted security advisor who delivers powerful, holistic security solutions and the services to manage them.

- Make your offerings more compelling and stickier by appealing to the needs of CISOs, directors and senior security managers
- Deliver integrated security management — opposed to a single solution — adding value to what customers are already using
- Provide unparalleled visibility of your customer's entire network, including assets, security controls, network topology, vulnerabilities and threats
- Grow your business by engaging at a consultative level and assure increasing returns on year-over-year revenue to your business.

Established in 2002, Skybox is a privately held company with worldwide sales and support teams serving an international customer base of Global 2000 enterprises, public and private organizations, and government agencies.

## PROGRAM BENEFITS:

- Establishes a clear path for partner success
- Rewards value add throughout our partner community
- Protects not only new product deals but also support renewals via the deal registration process
- Offers a comprehensive rewards program that covers SE and PS teams, in addition to sales
- Provides a full training curriculum to enhance your skills and help differentiate yourself

## DEAL REGISTRATION

- Deal is opportunity-based (not account-based)
- 90 days registration with option to renew—must be approved by Skybox Security
- Registrations will be approved by Skybox and communicated back to the partner (distributor or reseller) within 48 hours of registration

## MSSP ENABLED

Skybox offers MSSP enablement to elite and premier partners with existing MSSP programs, by invitation only.

## NEW PARTNERS OR QUESTIONS

Interested in becoming a partner? Submit an online application at: [www.skyboxsecurity.com/partners](http://www.skyboxsecurity.com/partners)

Questions? Email: [Partners@skyboxsecurity.com](mailto:Partners@skyboxsecurity.com)

## THE SKYBOX PARTNER PROGRAM STRUCTURE



### Authorized Partner

The Skybox Security Authorized Partner level is the point of entry for all Skybox resellers.



### Premier Partner

The Skybox Security Premier Partner level is the mid-tier and is available to partners who meet minimum revenue and certification goals.



### Elite Partner

The invitation-only Skybox Security Elite Partner level is based on achievements in revenue, certification and a mutually agreed joint investment in the market.

# PROGRAM REQUIREMENTS

ANNUAL SKYBOX SECURITY REVENUE REQUIREMENT	AUTHORIZED	PREMIER	ELITE
Annual Skybox Security revenue requirement	N/A	Entry level \$250k	Entry level \$1m
TECHNICAL AND CERTIFICATION REQUIREMENTS			
# of Skybox Certified Sales Consultants (SCSC)	2	2	3
# of Skybox Certified Technical Associates (SCTA)	2	2	3
# of Skybox Certified Sales Engineers (SCSE)		2	2
# of Skybox Certified PS Engineers (SCPS)		1	2
# of Skybox Certified PS Engineers Plus (SCPS+)		1	2
Annual business/ marketing plan		•	During QBR
Maintain active demo system		•	•

## PROGRAM BENEFITS

PROFITABILITY AND INCENTIVES	AUTHORIZED	PREMIER	ELITE
Renewal incumbency support	•	•	•
Sales qualified lead distribution		•	•
Participation in Skybox Rewards Program	•	•	•
DISCOUNTS			
Software	10%	15%	20%
Support and maintenance	5%	5%	5%
Appliance	10%	10%	10%
Professional services	10%	10%	10%
Software deal registration discount	15%	20%	20%
Support and renewal deal registration discount	15%	15%	15%

## PROGRAM BENEFITS

MARKETING AND SALES SUPPORT	AUTHORIZED	PREMIER	ELITE
Listed on Skybox Partner Locator		•	•
Regular partner communications	•	•	•
Skybox branded partner logos	•	•	•
Access to co-marketing funds			•
Skybox executive sponsor			•
Allocated Skybox channel account manager			•
Allocated Skybox technical account manager			•
Allocated Skybox marketing manager			•
TECHNICAL SUPPORT	AUTHORIZED	PREMIER	ELITE
24/7 online portal access	•	•	•
24/7 online access to knowledge base	•	•	•
Access to Skybox support hotline	•	•	•
Can open tickets on behalf of customers		•	•

# PROGRAM BENEFITS

ENABLEMENT TOOLS	AUTHORIZED	PREMIER	ELITE
Access to Skybox Security Partner Portal	•	•	•
NFR program participation	Software only	Software only	Software and hardware
Sales tools (i.e. battle cards, case studies, call scripts, etc.)	•	•	•
Strategic field account mapping	•	•	•
TRAINING AND EDUCATION			
Access to free online Skybox Certified Sales Consultant (SCSC) training	•	•	•
Access to free online Skybox Certified Technical Associate (SCTA) training	•	•	•
Access to free in-person Skybox Certified Skybox Engineer (SCSE) training	By invitation only	•	•
Access to the Skybox cloud-based V-Lab for partners		By invitation only	By invitation only
Access to free in-person Skybox Certified Professional Services (SCPS)		By invitation only	By invitation only
Access to free in-person Skybox Certified Professional Services Plus (SCPS+)		By invitation only	By invitation only
MSSP PROGRAM		BY INVITATION ONLY	BY INVITATION ONLY

# KEY CONTACTS

## CORPORATE HEADQUARTERS

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## ABOUT SKYBOX SECURITY

At Skybox Security, we provide you with cybersecurity management solutions to help your organization innovate rapidly and with confidence. We get to the root of cybersecurity issues, giving you better visibility, context and automation across a variety of use cases. By integrating data, delivering new insights and unifying processes, you're able to control security without restricting operational agility. Skybox's comprehensive solution unites different security perspectives into the big picture, minimizes risk and empowers security programs to move to the next level. With obstacles and complexities removed, you can stay informed, work smarter and drive your organization forward, faster.