



Partner Program

MAXIMIZE YOUR SELLING POWER & PROFITABILITY

BeyondTrust Partners play a vital role in our go-to-market strategy and overall success. We are committed to maximizing your opportunities as a BeyondTrust partner by providing tools and training that expand your market reach and profitability.

We work with the leading technology vendors, security solution providers, and managed service providers to make it easy for customers to deploy and integrate our Privileged Access Management (PAM) solutions.



Why Customers Choose BeyondTrust

BeyondTrust is the worldwide leader in Privileged Access Management (PAM), empowering organizations to secure and manage their entire universe of privileges. Our integrated products and platform offer the industry's most advanced PAM solution, enabling organizations to quickly shrink their attack surface across traditional, cloud and hybrid environments.

The BeyondTrust Universal Privilege Management approach secures and protects privileges across passwords, endpoints, and access, giving organizations the visibility and control they need to reduce risk, achieve compliance, and boost operational performance.



CUSTOMER DRIVEN

90%+ gross retention & exceptional customer support



MARKET LEADER

Ranked as a PAM leader by Gartner, Forrester & Kuppinger Cole



INTEGRATED PLATFORM

Unified PAM platform with seamless third-party integrations



BROADEST PORTFOLIO

Best-in-class products that cover the entire PAM journey



GLOBAL PRESENCE

~20k customers in 100+ countries & an extensive partner network



TECHNOLOGY PIONEERS

Heritage of innovation with 75+ patents & commitment to R&D

The Opportunity for Partners

BeyondTrust PAM solutions open up a wealth of opportunities for you. No matter where customers begin in their PAM journey, they have access to a powerful, integrated platform that can be extended and augmented as their needs evolve — providing you with a clear path for additional sales opportunities.

Benefits include:

- **Deal registration**
- **Competitive discount**
- **Marketing support and MDF eligibility**
- **Partner incentives and promotions**
- **FREE online training and certifications**
- **Ability to sell high margin services**

These benefits are backed by our sizable channel, sales, and marketing teams who are eager to help.



“Working as a team and forging mutually beneficial partnerships is crucial if we are to accelerate product innovations and maintain our technology leadership. Together we will always stay one step ahead of the cyber threats, ensuring the security of our customers continues to be prioritized without impacting operational efficiency.”

Matt Dircks, Chief Executive Officer

Program Tiers

We understand every business is different, so we designed the BeyondTrust Partner Program with flexible participation levels based on your business goals and growth strategies.

The Program consists of four reseller tiers – Authorized, Silver, Gold, Platinum – with corresponding benefits and requirements for each based on the commitments we jointly make to each other.



PLATINUM

As a Platinum Partner, you will have attained the highest level within the Program. You will join an elite rank of global organizations that consider BeyondTrust a core part of their revenue and business strategy. You will receive the top tier of benefits alongside customized enablement, support, and regular guidance.



GOLD

As a Gold Partner, you will possess a significant level of expertise and market presence in the territories and market sectors that complement BeyondTrust's strategy. In recognition of your commitment to higher sales revenue targets and training, you will have access to tailored sales and technical enablement, senior sales support and marketing support.



SILVER

As a Silver Partner, you will be focused on creating a path to a more strategic-level partnership. You will be able to sell BeyondTrust's solutions and will be given access to our technical and marketing resources.

AUTHORIZED

As an Authorized Partner you will be able to sell BeyondTrust's solutions and will be given access to a limited set of our technical and marketing resources.

There are plenty of Partner Programs out there, but we pride ourselves on building programs that offer substantial rewards. That's because the BeyondTrust Partner Community is at the center of everything we do – our success is your success. We know customers look to you to help them keep their businesses secure and compliant, so we've created a program that provides you with the tools and support to align with those goals.

For more information, visit beyondtrust.com/partners.

About BeyondTrust

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Learn more at beyondtrust.com