



At CyberArk, partner collaboration and support are critical to our growth strategy and mutual success providing valuable security solutions to our customers. In this guide, you'll discover the value a CyberArk partnership can bring to your business. The CyberArk Partner Network delivers the industry's leading privileged access management solutions to organizations around the globe, solving customers' most pressing security issues while enabling business growth. Partners are the cornerstone to our success, delivering differentiated security solutions to our mutual customers.

Our partner eco-system brings together the strengths of advisory consultants, global systems integrators and regional solution providers to help customers in their quest for privileged account security protection across diverse industries.

The CyberArk Partner Network allows for global consistency, program scalability, and continued partner profitability with increased focus and emphasis on competency-based requirements and associated benefits. In return, partners gain access to an escalating array of resources and support to build their business with CyberArk:

- Technical and Sales Training
- Business Development Tools
- Technical Support
- Sales and Marketing Resources

Competency-Based, Opportunity-Driven

The CyberArk Partner Network is comprised of three tiers that provide you with flexibility based on your level of resource investment. Increased levels of commitment are rewarded with corresponding levels of benefits.

|  CYBERARK ADVANCED PARTNER |  CYBERARK CERTIFIED PARTNER |  CYBERARK AUTHORIZED PARTNER |
|--|---|--|
| Advanced Partner | Certified Partner | Authorized Partner |
| <p>The Advanced Partner Tier is the highest level available to partners in the CyberArk Partner Network.</p> <p>At this level, partners are required to achieve higher levels of pre and post sales competency. In return, partners will receive the broadest set of business development, sales, and marketing benefits to support their short and long-term success.</p> | <p>Certified partners are required to commit the resources necessary to achieve base levels of sales and technical competency.</p> <p>At this tier, partners are offered a subset of the advanced tier benefits to support successful selling and are strongly encouraged to acquire additional competencies.</p> | <p>Authorized partners are entitled to resell CyberArk products and participate in the CyberArk partner certification and training program.</p> <p>This level offers basic benefits with no certification requirements, although competency is strongly encouraged to progress your partnership with CyberArk.</p> |

Requirements by Partner Tier

CyberArk Partner Network tiers are determined by the number and level of certifications obtained by your organization. We maintain dedicated learning paths and certification for sales and technical engineers to support the requirements of the CyberArk Partner Network.

Earning CyberArk certification enables you to:

- Build your knowledge and skillset with the industry's leading privileged account security solution provider
- Validate your proficiency to secure against harmful and costly cyber-attacks
- Demonstrate your security expertise and position yourself as a valuable asset to today's security-challenged organizations
- Establish your team as professionals on the leading edge of one of today's greatest business challenges – securing and protecting high-value information assets, infrastructure and applications
- Affirm your ability to implement

More information on the specific CyberArk Partner Network requirements and benefits are detailed on the associated individual documents for the Authorized, Certified and Advanced partner tiers.

For detailed information regarding partner training and certification, please refer to the CyberArk Training and Certification Overview Guide which you can find in the Resources section of the Partner Community or the Course Catalog available on the CyberArk Training Portal.

Designed for Your Success

As a CyberArk partner, our team is committed to supporting your success with the resources you need to identify and close sales opportunities. CyberArk's highly skilled services organization offers a combination of technology and cyber security expertise to support partner implementations. Direct access to our technical teams is given to our top tier partners in accordance with the program requirements and benefits. In addition, all partners have access to a knowledgebase of technical content through our partner resource center located on the Partner Community or via our Technical Community.

The Program

The CyberArk Partner Network enables you to:

DEVELOP more sales opportunities with access to demonstration environments, deal registration, technical resources, and more.

ENGAGE more efficiently with joint marketing support that leverages your brand alongside CyberArk's industry leadership to generate demand and communicate value to customers and prospects.

ACQUIRE deep competency to quickly prepare your sales and engineering team to effectively sell and demonstrate CyberArk solutions.

PROMOTE your success and build stronger partnerships with CyberArk and our online Partner Community.

A Successful Partnership Starts Here

Are you ready to partner with the global leader in privileged access security?

- Take advantage of a high-growth market
- Accelerate your business
- Secure your customers' enterprises against cyber-attacks

Visit cyberark.com/partners to get started or [contact us](#) to become a partner.

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