Pentera Partner Program
Together we shape the future of Security Validation for enterprises worldwide

At Pentera, we lead in defining cybersecurity's future. We're pioneering Automated Security Validation, backed by the largest customer base and the unique distinction of being the sole unicorn in the space.

Pentera is the only solution on the market with safe security attack emulation. Pentera tests the entire organization's attack surface helping security teams uncover their true security gaps and fix them based on true risk.

Why Partner with Pentera?

At Pentera, we firmly believe that *your* success is *our* success and our partner-first approach will drive market growth in 2024 and beyond. From our executive leadership to our support team, Pentera is committed to driving long-term growth-focused relationships with channel partners. To support this, Pentera has built a comprehensive Channel Partner Program to empower partners toward business success.

The Pentera Partner Program is our framework for a joint business relationship. Our partner community is built of committed partners, who recognize the explosive growth and value of the Security Validation and Exposure Management market. Together we distribute the most comprehensive technology aimed at helping organizations reduce cyber exposure.

Technology Leadership

- **Total Security Validation:** With Pentera, every aspect of your security program is validated, ensuring resilience against the latest threats.
- **Research-Driven:** Our dedicated research team, "Pentera Labs," ensures defenses are always validated against current threats, maintaining an up-to-date approach.
- **Field Expertise:** 25 Pentera Labs cyber researchers work closely with 30 field security architects to support enterprises globally with real-world red teaming, and penetration testing knowledge.
- **Automation:** Our focus on automation ensures regular and efficient testing, making security validation a must-have in your strategy.

Easy to show value in a 1-day POV

Easy to deploy and operate

Create new revenue streams (bundling services)

Market Leadership

Pentera is recognized as a global leader and innovator, pioneering Automated Security Validation™.

500 TECHNOLOGY FAST 500 2023 NORTH AMERICA	Inc. 5000 PENTERA RANKS IN THE TOP 10 FASTEST-GROWING	FAST COMPANY Most Innovative Companies 2023	BLACK UNICORN AWARDS 2022 WINNER	FROST & SULLIVAN 2022 BEST PRACTICES AWARD GLOBAL BREACH AND ATTACK SIMULATION MARKET LEADERSHIP AWARD
Technology Fast 500 Awarded by Deloitte	Top 10 Fastest-Growing Private Cybersecurity Company in America	Fast Company Most Innoative Companies 2023	2022 Black Unicorn Award	Frost & Sullivan 2022 BAS Global Market Leader

Pentera is *only* vendor recognized in the Gartner® Hype Cycle™ for Security Operations, 2023 as a Sample Vendor in 3 categories: Automated Penetration Testing and Red Teaming, External Attack Surface Management (EASM), and Breach and Attack Simulation (BAS).

Gartner.
Peer Insights™

4.7

With over 1000 customers and a Gartner Peer Insights rating of 4.7 out of 5 stars, Pentera's solution benefits all industries and continues to lead in market growth globally.

Partner Program Benefits

Short Sales Cycle

New Revenue Streams

Dedicated Channel Account Manager

Professional Support Throughout Sales Process

Lucrative Margins for Partner-driven Opportunities

Unlimited Access to Pentera Partner Portal

24/7

Partner Program Overview

The Pentera Partner Program offers a wide range of sales and technical development trainings and self-learning resources to rapidly achieve expertise and certification in the market-leading solution. We are focused on building long-term financially rewarding partnerships that support end-users to scale their Exposure Management programs. Additionally, we offer competitive discount allowances tied to annual revenue achievements and level of Pentera expertise.

Benefits & Requirements

Benefits	Associate	Premier	Elite
Partner Portal Access	✔	✔	✔
Discount (with Deal Registration)	✔	✔	✔
Base Discount (without Deal Registration)	✔	✔	✔
Support			
Deal Registration	✔	✔	✔
Dedicated Channel Manager	Case-by-case basis	✔	✔
Quarterly Business Plan		✔	✔
Executive Sponsor		✔	✔
Marketing			
Campaigns-in-a-box	✔	✔	✔
Co-branded Content	✔	✔	✔
Joint Webinars		✔*	✔*
Co-Funded Events		✔*	✔*
Regional Events			✔*
Requirements+			
ARR Revenue Thresholds**	✔	✔	✔
Minimum NRR*** (Renewal + Upsell)		105%	115%

*On a case-by-base basis, subject to approval
**Includes Upsell/Cross-Sell from Existing Customers
***NRR= Net Recurring Revenue
+May vary depending on market maturity

Pentera Enablement & Certification Program

Benefits	Associate	Premier	Elite
Quarterly Product Updates	✔	✔	✔
Technical Training	✔	✔	✔
Sales Enablement	✔	✔	✔
Quarterly Partner Newsletter	✔	✔	✔
Regional Partner Enablement Events	✔	✔	✔
Hands-on Workshops		✔	✔
Requirements			
Pentera Security Validation Sales Specialist	2	4	8
Pentera Security Validation Associate Level 1	1	2	4
Pentera Security Validation Associate Level 2		1	2
Pentera Security Validation Associate Level 3			1

About Pentera

Pentera is the category leader for Automated Security Validation™, allowing every organization to test with ease the integrity of all cybersecurity layers, unfolding true, current security exposures at any moment, at any scale. Thousands of security professionals and service providers around the world use Pentera to guide remediation and close security gaps before they are exploited. Pentera is backed by leading investors such as K1 Investment Management, Insight Partners, Blackstone, Evolution Equity Partners, and AWZ.