



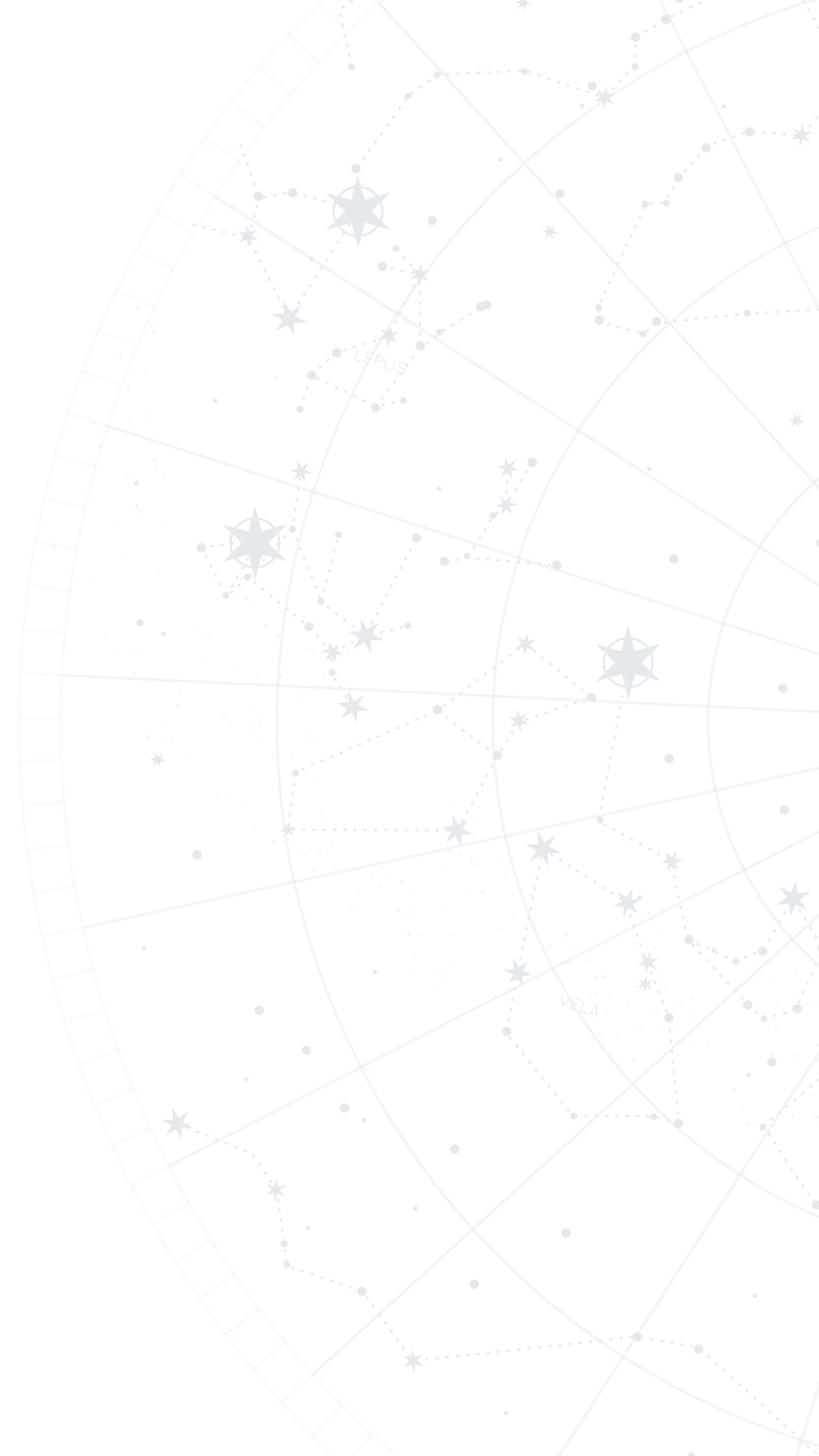
Stellar Channel Partner Program

Advancing security programs and services with the latest in cloud innovation

JupiterOne Stellar Channel Partner Program overview

JupiterOne is a cyber asset attack surface management solution, providing visibility and security into your customer's entire cyber asset universe.

JupiterOne creates a contextual knowledge base using graphs and relationships as the single source of truth for an organization's cyber asset operations. With JupiterOne, teams can discover, monitor, understand, and act on changes in their digital environments. Cloud resources, ephemeral devices, identities, access rights, code, pull requests, and much more are collected, graphed, and monitored automatically by JupiterOne. Know more and fear less with JupiterOne.



Why partner with us?

The JupiterOne Stellar Partner Program offers revolutionary cloud security products and services that integrate with over 180 technologies, which you most likely already sell. This broad spectrum of integrations will enable you to complete your customer offering by providing a context and visualization platform to aggregate all cyber assets.

We pride ourselves on being easy to sell with, and support our partners' brands, sellers, and services to offer a rewarding experience for all.

Stellar Partner Program objectives



Enable your sales and technical teams to sell more effectively with online training and tools



Grow your sales with JupiterOne's data analytics platform for cyber assets



Help you to hunt, sell and close business more efficiently



Reward you with competitive profit margin and deal registration discounts



Incentive programs to make winning with JupiterOne more fun



Drive visibility across cyber assets, strengthening your customer security posture

Partnership tiers

The JupiterOne Stellar Partner Program offers two distinct reseller tiers to fit your organization's needs. This program flexibility is key to the success of our global partners and enables achievement of our mutual business goals faster.



Select Partner



The Select partnership level is the point of entry for all JupiterOne partners and provides the tools and flexibility needed for your organization's unique business needs.





Elite Partner

The Elite partnership level is by invitation only based on revenue target, certification achievements and mutually agreed upon investments in the market.



Channel program benefits

Profitability and incentives	 Select	 Elite
Product discounts (off MSRP)	✓	✓
Participation in deal registration program	✓	✓
Renewal preference		✓
Sales qualified lead distribution		✓
Eligibility to participate in JupiterOne incentive programs ²	✓	✓
Special incentive and pricing		✓
Training and education		
Online technical training certifications	✓	✓
Online sales training certifications	✓	✓
Live (or in-person) technical training ³	By invitation only	✓

Marketing and sales support	 Select	 Elite
Option to be included on the JupiterOne Preferred Partner list		✓
Monthly partner communications (by opt-in)	✓	✓
JupiterOne branded partner logos		✓
Access to proposal based co-marketing activities	✓	✓ Priority
JupiterOne Executive Sponsor		✓
Dedicated JupiterOne Sales Account Manager		✓
Dedicated JupiterOne Technical Resource		✓
Annual JupiterOne Product Roadmap review		✓

Enablement and tools	 Select	 Elite
Invitation to JupiterOne Partner Portal	✓	✓
NFR program participation	✓	✓
Sales tools (i.e.: battle cards, case studies, call-scripts, etc..)	✓	✓
Strategic field account mapping	✓	✓ Required
Technical support		
24/7 Online portal access		✓
24/7 Online access to knowledge base and AskJ1.com	✓	✓

Program requirements

	 Select	 Elite
Become authorized Channel (Either direct or through Authorized Distributor)	Yes	Yes
Annual JupiterOne revenue requirement	N/A	\$ Negotiated
Joint customer meetings/demos/POV	> 1 per month	>5 per month
Sales training certification requirements *COMING SOON	>1 certification required	>2 certifications required (per geo)
Technical training certification requirements *COMING SOON	>1 certification required	>2 certifications required (per geo)
Promotion of JupiterOne on website	Yes	Yes
Annual business/marketing plan	No	Yes with QBR
Proven participation in POC process	No	Yes



New Partners

If you're interested in becoming a partner, please submit an online application by clicking "Apply Here" below or by visiting our website at JupiterOne.com/Partners

[Apply Here](#)

Interested in a demo, partnership or have any questions? Contact us at partners@jupiterone.com