Security Compass

Partner Program
Guide

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Program Overview

Welcome to the Security Compass Partner Program. Partners are an integral part of Security Compass's go-to-market strategy and a vital extension of our sales organization. From training and education, to marketing and sales enablement, the Security Compass Partner Program is designed to complement your business and to give you the tools and resources you need to successfully automate security and compliance from the outset for faster, safer development for your customers.

We thank you for choosing to partner with Security Compass. We look forward to working closely with you to build a great partnership and provide the best solutions and support for our customers.

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Program Levels

About our Partner Levels

Your partner tier is determined by a combination of metrics including annual sales revenue, technical capabilities and certifications. To see how tier benefits compare at a glance, please review the chart on page 6.

Authorized Resellers

Becoming an Authorized Reseller is a low-commitment way to get started selling Security Compass products. Authorized resellers generate customer demand for Security Compass products and sell Security Compass products directly to customers.

Consulting Partners - SD Elements Expert

Consulting Partners leverage their expertise to help Security Compass customers implement and adopt Security Compass products. They are their customer's trusted advisors and have a track record of selling SD Elements and have obtained Service Delivery status.

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TIER BENEFITS AT-A-GLANCE

		Authorized Reseller	Consulting Partner
People Support	Partner Marketing Support	✓	✓
	Solutions Engineer	Invite Only	✓
	Channel Account Manager	Invite Only	✓
Marketing Tools	Access to co-branded marketing collateral	✓	✓
	Partner newsletter eligible	✓	✓
	Market Development Funds (MDF) Eligible	Invite Only	✓
Sales Tools	Deal Registration eligible	✓	✓
	Incumbency Program	✓	✓
	Not-for-resale (NFR) Licenses	Up to 5 users	Up to 10 users
	Access to sales promotions & incentives	Invite Only	✓
Training & Certifications	Training Access	✓	✓
	Sales, Technical & Service Delivery Certification	✓	✓
	Free Security Compass Instructor Led Training (ILT)	—	✓
Service Delivery Tools and Templates	SD Elements Partner Lab Access	—	✓
	Services Delivery Templates	—	✓

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Tier Benefit Descriptions

People Support

One of the biggest benefits for Partners is getting the opportunity to work directly with the Security Compass Channel team.

Channel Account Manager

Partners may have access to a Channel Account Manager. Your Channel Account Manager is your primary Security Compass point of contact. They'll provide you with the tools, resources, and support you need to sell Security Compass products.

Solutions Engineer

Get direct access to a Security Compass Solutions Engineer, who will help on the technical aspect for deals, strategy, and coaching. For more information about this, please contact your Channel Account Manager.

Partner Marketing Support

Partners will have access to Partner Marketing support to provide you with content and resources to help you generate awareness and demand for Security Compass products. For more information about partner marketing support, please contact your Channel Account Manager.

Marketing Tools

Partners get access to the right marketing tools to help you stay informed and drive growth for your business.

Market Development Funds (MDF) Eligible

MDF is available for Partners on a per-activity basis and is designed to support joint Security Compass-Partner demand generation activities. For more information about MDF, criteria, or process, visit our MDF Guidelines and Requirements.

Channel Email Newsletter

Stay in the loop on the latest Security Compass channel news with our newsletter. This will deliver the most important partner announcements, product updates and content. Sign up now.

Co-branded Content

Security Compass has the ability to provide partners with customized and co-branded content for marketing and demand generation purposes. For more information about co-branded content, please contact your Channel Account Manager.

Sales Tools

Sales tools provide you with what you need to track opportunities and close deals.

Deal Registration Eligible

Security Compass rewards partners with the option to register opportunities to reward you for identifying and developing new business opportunities. For more information about deal registration eligibility and criteria, visit page 12.

NFR Licenses

As a Security Compass partner, you may be eligible to receive a limited number of not-for-resale licenses of the latest Security Compass technology. For more information about NFR licenses, please contact partners@securitycompass.com.

Access to Sales Promotions and Incentives

Partners may be eligible to receive SPIFFs or rewards based on targeted sales activity. For more information about ongoing or upcoming sales incentives, please contact partners@securitycompass.com.

Incumbency Program

Partners may be eligible for discounts applied to a renewal opportunity. Criteria and requirements apply. For more information about the incumbency program, please visit page X.

Training & Certifications

Security Compass provides a variety of training & certifications to give your sales, engineering, and support team members' the knowledge they need to succeed . Most certifications are available online and are self-paced. For more information about any of the certifications below, please contact partners@securitycompass.com.

Sales Certification

Teaches partners the fundamentals of selling SD Elements and assesses your team's ability to discuss the primary value drivers of Security Compass and SD Elements.

Technical Certification

Teaches technical partners how to efficiently deploy, administer, configure, support and demonstrate SD Elements and assesses how pre-sales or solutions engineering teams will help clients understand the technical nuances of the implementation. This certification includes working with our lab instance for a hands-on exploration of SD Elements.

Service Delivery Certification

Assesses potential Consulting Engineers' existing knowledge and experience in order to qualify them to deliver SD Elements services as a customer-facing Service Delivery Engineer. This certification includes access to our lab instance for a hands-on exploration of SD Elements, as well as an SD Elements Boot Camp with eLearning & Instructor Led Training (ILT) components.

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Security Compass MDF Program

The Security Compass Marketing Development Fund (MDF) Program was designed to assist our partners in building new relationships and increasing sales for Security Compass products and services through co-sponsored events, training, and co-branded marketing activities such as digital advertising, content and collateral, event sponsorship, and other business development activities. We highly encourage our partners to take advantage of this program and to work closely with your Channel Managers to ensure both partners get the most return from Security Compass MDF.
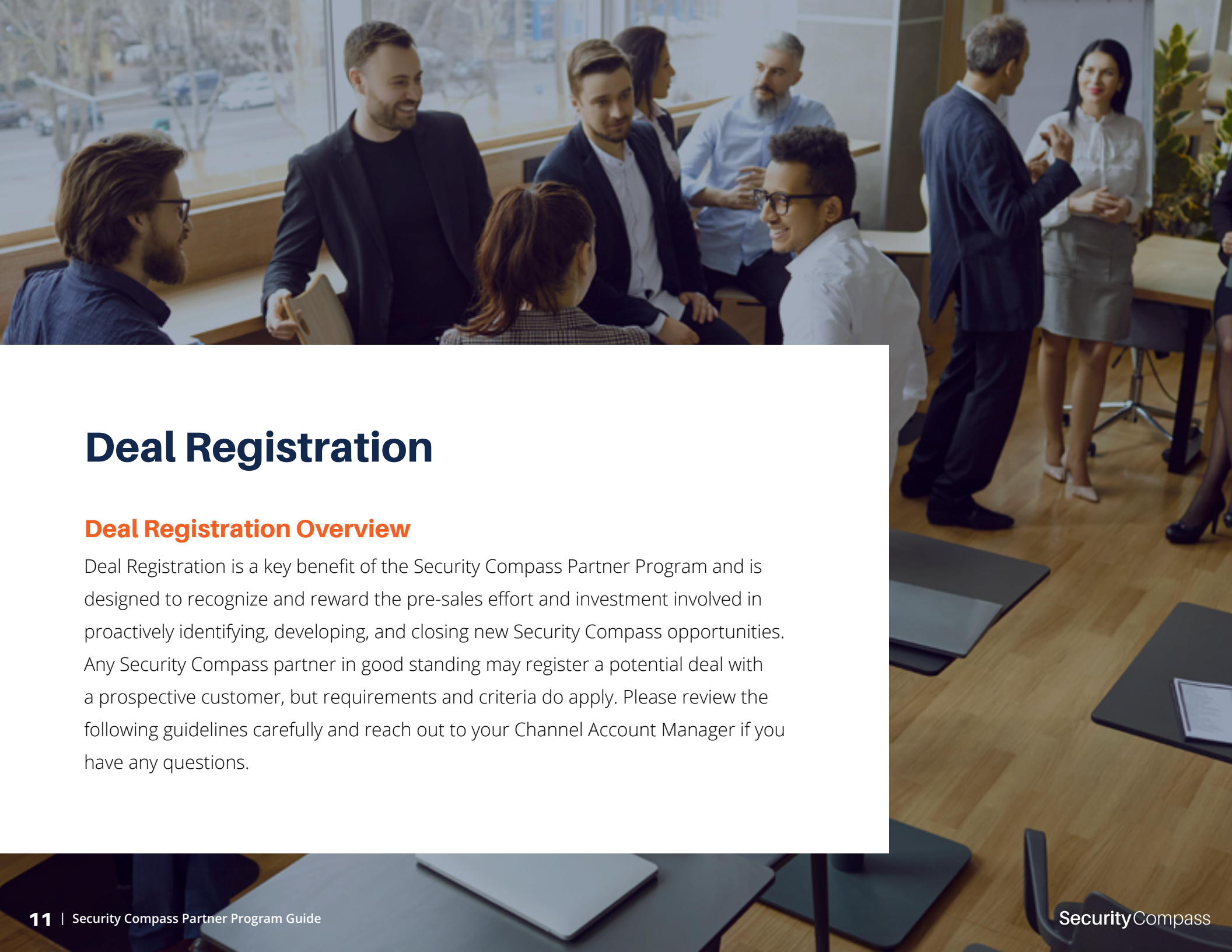
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Eligibility & Requirements

Security Compass MDF is allocated on a per-activity basis, with costs typically split 50/50 between the partner and Security Compass. All Security Compass partners are eligible to request MDF to support marketing efforts. Security Compass reserves the right to withhold approval and/or deny reimbursement of funds if partner is not eligible, or fails to comply with the following requirements:

» Must be an approved Security Compass Partner in good standing

» Pre-approval is required for all MDF funded activities

» Security Compass reserves the right to deny MDF requests or claims deemed inappropriate or not pre- approved

» Activities must not be deceptive or violate federal, state, or local laws or regulations or breach any contract with Security Compass or a third party

» Security Compass reserves the right to audit all activities, fund requests, fund claims, and may request additional supporting documentations

» Security Compass reserves the right to make changes to the Security Compass MDF Guidelines at any time

» The funded activity must start in the quarter in which the funds are requested

» Requests must be submitted at least 30 days prior to the activity start date

» Funding may not be used for purposes of bribery in any forms

» Proof of execution, purchase, or ROI based on marketing activity will be required before payment is issued

» All registered trademarks, copyrights, and disclaimers of Security Compass must be used per the Security Compass Brand Guidelines

» Co-messaged and co-branded marketing materials must be pre-approved by Security Compass

If applicable, VAT/GST must be listed as a separate.
Security Compass payment terms are net 45 days.

Sample Activities

ACTIVITY	EXAMPLE	DESCRIPTION	ROI OR PROOF OF PERFORMANCE
EMAIL MARKETING	Newsletter, promotion announcement	The design, development, and delivery of mass email communications to a targeted list of recipients	» Copy of email » # Of recipients » Open rate » # Of clicks on CTA
MARKETING COLLATERAL CREATION	Joint case study, solutions brief	Creating new joint content to be used in a demand gen campaign	» Copy of collateral created
CONTENT TRANSLATION	Translation into other languages	Translating an existing piece of sc content into a local language to be used in a demand gen campaign	» Copy of translation content
DIGITAL ADVERTISING, ONLINE MARKETING	Banner ads, SEO, landing page	Online advertising through banner ads, content syndication, or paid social media	» Copy of ad » # Of impressions » # Of qualified leads
IN-PERSON EVENT	Conference, tradeshow, workshop	An in-person event to increase brand awareness, promote partnership, and generate customer interest	» # Of registrants » # Of attendees
ONLINE EVENT	Webinar, digital conference	An online event to increase brand awareness, promote partnership, and generate customer interest	» # Of registrants » # Of attendees
TRAINING	Lunch & learn, sales or technical training	Training for partner sales reps to accelerating or increase rep knowledge about security compass	» # Of attendees

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Deal Registration

Deal Registration Overview

Deal Registration is a key benefit of the Security Compass Partner Program and is designed to recognize and reward the pre-sales effort and investment involved in proactively identifying, developing, and closing new Security Compass opportunities. Any Security Compass partner in good standing may register a potential deal with a prospective customer, but requirements and criteria do apply. Please review the following guidelines carefully and reach out to your Channel Account Manager if you have any questions.

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Product Eligibility

All Security Compass Software products are eligible for deal registration. Upon ordering products for an approved, registered opportunity, the Security Compass Partner will receive an opportunity registration discount off of the then-current Security Compass List Prices as set forth in the Partner Portal, or provided upon request from your Channel Account Manager. All other Partners who wish to compete for that opportunity will receive standard discount pricing.

Partner Eligibility

» Must be a Security Compass Partner in good standing, including, but not limited to, being in compliance with Security Compass's payment terms, and registered on the Security Compass Partner Portal.

» Partners must either independently, or with the assistance of Security Compass, qualify the opportunity project budget and define project requirements. This includes:

- Identifying the decision criteria and buying process, including scope of budget, the budgetary process, budget owner/ decision maker, and purchase timeframe.

- Describing and documenting such efforts in the Opportunity Details section in the Deal Registration form, including proof of date and time, and/or provide it to Security Compass upon request.

» Partners MUST submit the deal registration form in order to receive any additional or special discount pricing, prior to the potential opportunity closing. Standard discounts will apply for non-registered, non-approved opportunities. Discounts apply to the then-current Security Compass List prices on the date of the order.

Deal Eligibility

» Opportunity cannot already be an approved registration by another Partner.

» Only Security Compass-branded products and services should be included in determining opportunity size, using Security Compass List Price. Other third-party products and services should not be included in opportunity estimation.

» Renewals do not qualify for deal registration. The "opportunity" must be new licensing.

» Registrations for an "entire account or company" shall be rejected. Each opportunity must represent a single opportunity or project with a single end-user prospect, although an opportunity can include multiple locations, if valid. Also, Security Compass Partners cannot register either themselves or any other Security Compass Partner as the end user for this program.

» Security Compass reserves the right NOT to accept a Deal Registration if the opportunity is a public RFQ, RFP, or RFI at the time of registration. This includes any type of "public information" from the end customer— whether a request for a quotation, proposal, or information, including a simple questionnaire. If a public RFQ/RFP/RFI is issued after the registration has already been submitted and approved by Security Compass, the approved Partner will be eligible for the Opportunity Registration benefits if they win the opportunity.

Deal Registration Process

Registration	To register an opportunity, click "Register a Deal" from the website of the Security Compass Partner Page and fill out all the required information. Please be as specific as possible when entering the required information. If you have any questions or difficulty with the deal registration form, please reach out to your Channel Account Manager.
Assessment	A member of the Security Compass Channel team will review your request and will make reasonable efforts to notify Partners of its decision within three business days after the opportunity has been registered.
Approval	If approved, the partner will receive an email confirmation of the approved deal registration.
Denial	If denied, the partner will receive an email explanation of the denial or a follow up request for additional information.

Deal Registration Term & Extension

Approved registrations are valid for one hundred twenty (120) days starting from the day of the deal registration approval. If that term has ended and the Partner has failed to close the opportunity, the opportunity will once again be available for another qualified partner to register.

Security Compass may, in its sole discretion, extend the registration period for up to an additional sixty (60) days if the Partner is able to demonstrate to Security Compass in writing, with proof of written correspondence and/or joint face-to-face meetings with the prospect, that it is making satisfactory progress towards closing the opportunity.

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Registration Termination

Registrations will automatically terminate if any of the following occur:

» Prior to Security Compass's approval of the opportunity registration submission, the Partner communicates to the customer confidential information relating to the Security Compass's Opportunity Registration Program or the specifics, including, but not limited to, pricing of the opportunity registration submission that is under review

» The Partner also registers for the same or similar opportunity with competitive vendors to Security Compass

» The Partner is not actively working the opportunity (for example, by failing to respond to customer or Security Compass communications within 14 days)

» The Partner does not close the opportunity within the registration period specified above, and no extension has been granted

Escalation Process and Dispute Resolution

Prior to commencing any formal dispute resolution process, Partners must submit any disputes, whether with Security Compass or another Partner, arising from the Security Compass Registration Program to partners@securitycompass.com, including a written description of all issues arising out of the dispute. Security Compass Partner management will review the situation, including seeking more information from other sources if necessary, and communicate its findings to all appropriate parties.

Additional Terms and Conditions

» In accepting these program terms and conditions by registering an opportunity, Security Compass Reseller Partners agree that Security Compass may audit, at any time, to confirm compliance with the foregoing terms and conditions, including, but not limited to, verification of any reports, documents or supporting information submitted to qualify the opportunity or assist in the registration process.

» Security Compass reserves the right to contact the end-user to confirm opportunity details.

» Security Compass may deny or rescind any opportunity or opportunity registration that it believes does not comply with foregoing terms and conditions or the Security Compass Partner Program rules.

» Security Compass may, without prior notice, immediately suspend or terminate Partner's participation in the Partner Program if the opportunity registration is submitted with information that is inaccurate, incomplete, fraudulent, or if the opportunity registration information may cause or causes damage, embarrassment or adverse publicity to Security Compass.

» Security Compass's records and systems shall control for purposes of approving your opportunity registration and for performing any computation in reviewing your opportunity registration submission.

» Security Compass reserves the right, in its sole discretion, to interpret the opportunity registration rules and approval or rejection of an opportunity registration submission.

» Security Compass's decision is non-negotiable and final.

» Security Compass does not guarantee the success or closure of any registered opportunity approved under its Partner Program.

» The benefits of the Deal Registration program are subject to these terms and conditions.

# SECURITY COMPASS INCUMBENCY PARTNER PROGRAM

Incumbency Partner Program Overview

Incumbency discounts may be applied on a renewal opportunity where the reseller is listed as the partner of record for both the original order and the renewal order for the same product (the "Incumbent Partner"). Products can be found in the Security Compass price book and can be modified or expanded at Security Compass's sole discretion at any time without further notice.

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Requirements & Criteria

» "Renewal" is defined as an opportunity by the same Partner renewing the same Product to the same customer for the same amount of licenses. The incumbency discount does not apply to product downgrades or to professional services.

» Incumbency discounts are determined by Security Compass at its sole discretion and may be applied at any time prior to the expiration of the renewal.

» Incumbency discounts are only valid for 12 months past the renewal expiration date.

» If a renewal opportunity qualifies for the incumbency discount and meets all of the program requirements, the discount will be automatically applied to the renewal line items for products in the quote.

» Security Compass reserves the right to terminate/revoke an existing incumbency discount if a partner is not working to proactively renew the opportunity.

» The Incumbency discount is only available to the Incumbent Partner (e.g. Partner Assisted status) on a renewal.

» Security Compass reserves the right, in its sole discretion, to modify, suspend, or terminate the Security Compass Incumbency Partner Program at any time.

» All decisions by Security Compass regarding partner or discount eligibility are made in Security Compass's sole discretion and are final.

For more instructions on how incumbency discounts may apply, please contact your Channel Account Manager.
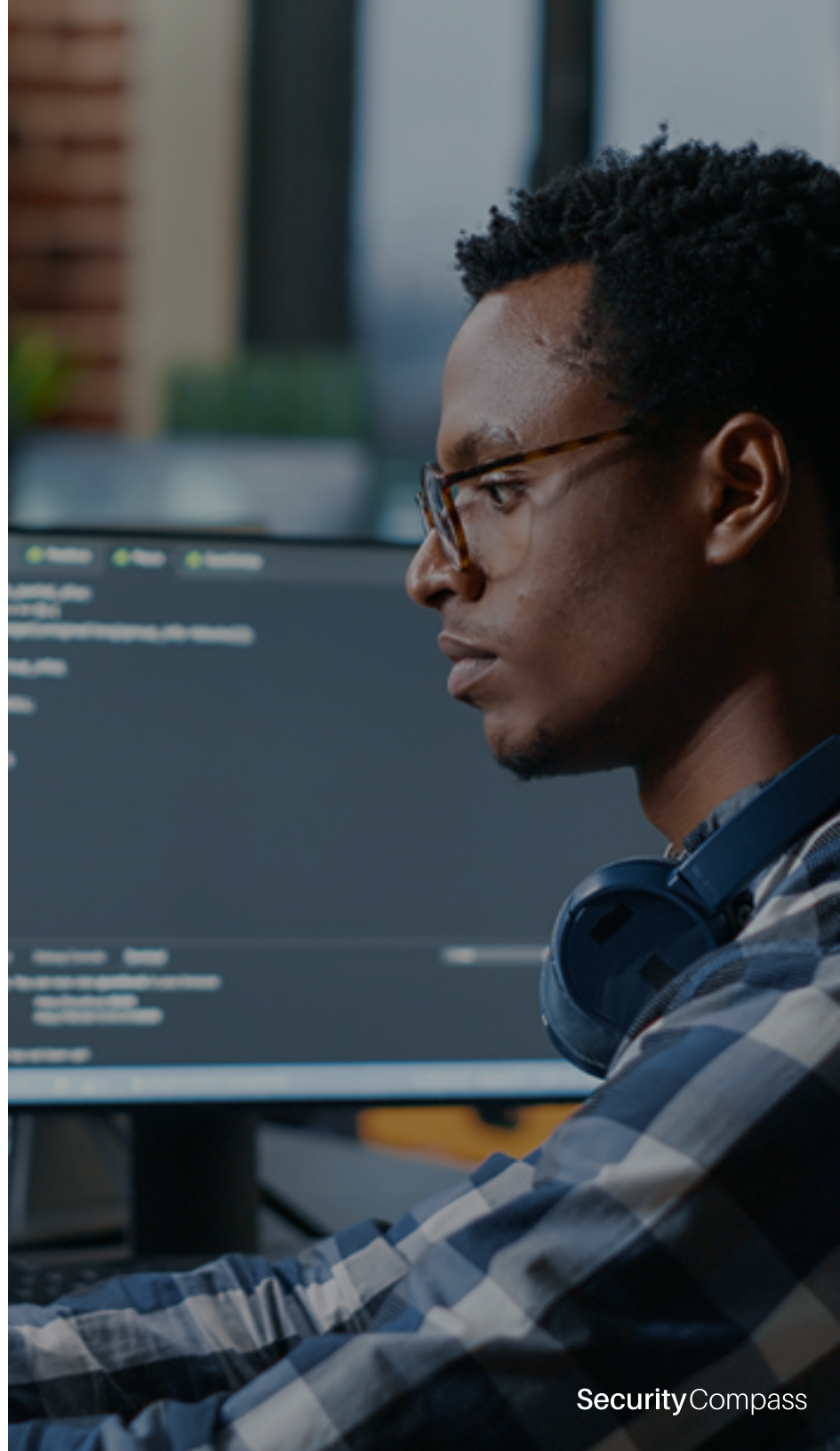
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SECURITY COMPASS SERVICE DELIVERY GUIDE

This program guide outlines the requirements, expectations, and policies that govern services provided by Security Compass Consulting partners who deliver implementation and/or support for SD Elements.

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SD Elements Certified Consulting Engineers

To ensure our customers receive the highest quality service and expertise, Consulting Engineers (CE) candidates must pass the SD Elements Certified Professional (SECP) exam as a prerequisite to begin the service delivery onboarding process.

Services Delivery Certification Process

This certification process is designed to assess the existing knowledge and experience of potential Consulting Engineers in order to qualify them as a customer-facing CE to deliver services related to SD Elements. They will be provided with Security Compass training (both eLearning & Instructor Led Training [ILT]), SD Elements Lab access and a Security Compass CE engagement shadow opportunity to ensure they align with best practices and proper methodologies. Successful completion of the on-boarding process outlined as part of this guide will result in the candidate being recognized as a certified CE.

CEs will be certified based on Security Compass' assessment of completed training activities and have passed the SD Elements Certified Professional (SECP) exam. For reference, Security Compass suggests that a potential CE have the following background and skills set to be a good candidate to work with SD Elements as a CE:

Consulting Engineer

» 3+ years of professional services experience or equivalent for a cybersecurity product(s)

» Experienced in large scale Enterprise environments

» Lead customers through the product delivery process and support their rollout of the platform to help drive retention and expansion

» Work collaboratively with customers to find solutions related to engagement challenges

» Ability to function as a subject matter expert when onsite at the customer's location or remote

» Prepare and deliver custom training

» Possess the knowledge required to aid customers in defining and adhering to best practice processes

» Demonstrated experience in handling clients and internal resources in face-to-face or virtual meetings

» Managed engagements previously with strong written and verbal communication skills, able to manage difficult situations, and has strong time/task management

CE Qualification and Onboarding Process

All CE candidates will follow the qualification and on-boarding process outlined in the table below. All candidates must have passed the current SD Elements Certified Engineer exam as a prerequisite to entering the CE qualification and on-boarding process.

Security Compass will determine whether or not a candidate has passed or failed each specific step of the qualification process upon successful completion of the process. If a candidate fails any portion of the process, Security Compass will notify the candidate and/or Partner with the issue, along with recommendations on how to take corrective steps. It is up to the candidate to take any corrective steps necessary to pass the qualification and onboarding process. The candidate will be able to reapply for certification 30 days from the date of Security Compass' notification.

Time and expenses associated with CE Qualification and Onboarding Process are the responsibility of the partner. Shadow opportunities will be mutually determined between Security Compass and the partner organization, based on availability of resources and customer schedules.

Step	Action
Step 1 - SD Elements Boot Camp	Participate in SD Elements Boot Camp » Complete eLearning Modules » Attend Instructor Lead Training » Access to SD Elements Partner Lab
Step 2 - Technical Requirements	SD Elements Certified Professional Complete (Prerequisite to Step 3)
Step 3 - Services Delivery Evaluation	CE Shadow of Security Compass led engagement Security Compass shadow of CE led engagement
Step 4 - Determination	Pass/Fail Determination

Continuous Improvement and Feedback

Security Compass provides ongoing feedback, methodologies, best practices, documentation, and training opportunities to all SD Elements Certified CEs to ensure continuous improvement and education.

SD Elements Certified CEs will be required to maintain a level of SD Elements product and best practices knowledge, as well as certifications. Security Compass will work with certified CEs and Consulting Partner firms on the best approach and timing for maintaining their certified status. Security Compass reserves the right to revoke a CE's certification at any time based on customer satisfaction or quality concerns. Security Compass reserves the right to shadow any Partner led engagements with prior notification.

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Annual Recertify and/or Upskill

Partners and their SD Elements certified CEs are evaluated on an annual basis. These renewals will be based on CE's ability to successfully deliver engagements and maintain customer satisfaction, while remaining current on SD Elements knowledge, best practices, and certifications.

The Partner will be evaluated on their commitment to the program and adherence to program policies and guidelines. As customer demands change on a regular basis, we highly encourage CEs to keep current by updating their skills quarterly with our Partner Enablement team.

The following actions are required on an annual basis for CE recertification:

» Interview and review of projects & feedback

» Renewal of SD Elements Certified Professional

» Product Solution Refresh

» Successful update of Skills Matrix for all CEs

Partner Staff Turnover

In the event a Partner loses a CE, the Partner is required to notify Security Compass, by email to partners@securitycompass.com, within 2 weeks of CE leaving the Partner. If the change in resourcing causes the Partner to become non-compliant with the Consulting Partner Program requirements, Security Compass will notify the Partner and the Partner will be given 4 months to replace and recertify a replacement CE.

If there are extenuating circumstances preventing the Partner from achieving compliance within the 4-month window, the Partner can work with the Security Compass Partner Enablement team to document a training plan to achieve compliance in a timely fashion.

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Engagement Management

CE Client Interactions & Conduct

All SD Elements Certified CEs will engage with clients in a respectful manner representative of Security Compass values and our CCOAR values (please see https://www.securitycompass.com/about-us/). CEs shall not argue methodologies or approaches in front of the client, and will not speak negatively about Security Compass products or employees. CEs will always convey SD Elements best practices and if there are questions or differences of opinion, the CE will engage SD Elements Partner Enablement Team for message guidance.

No matter the circumstance, do not comment on gender, gender identity or expression, sexual orientation, disability, ethnicity, physical appearance, body size, race, age, or religion. Refrain from using foul language and epithets and do not engage in any cultural, religious, or political conversations. Please escalate to partners@securitycompass.com if you feel directly or indirectly harassed by any customer interaction or you are put into any uncomfortable situation that you are unsure how to handle during the engagement.

Client Feedback

Client surveys are solicited from all CE led engagements, and may be used during recertification discussions

Go Fast. *Stay Safe.*™

Security Compass, a pioneer in application security, enables organizations to shift left and build secure applications by design, integrated directly with existing DevSecOps tools and workflows. Its flagship product, SD Elements, helps organizations accelerate software time to market and reduce cyber risks by taking an automated, developer-centric approach to threat modeling, secure development, and compliance. Security Compass is a trusted eLearning solutions provider, offering a full suite of on-demand, role-based courses that cover various programming languages, cloud solutions, and IaC tools, all while demystifying regulatory requirements. For more information, please visit www.securitycompass.com.

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