

PARTNER BRIEF

# Sysdig Technology Alliance Partner Program Guide

Our mission is to make every cloud deployment secure and reliable. Sysdig Technology Alliance Partners support our mission by developing and providing solutions that integrate with Sysdig’s leading cloud security platform. Join the program to gain access to the resources required to integrate and go to market with Sysdig.

As a registered Sysdig partner, you will be able to leverage the Sysdig brand and Sysdig technology in your marketing communications. This helps expand your prospect base by showing your solution interoperability with Sysdig’s leading security and monitoring platform. You can also take advantage of a wide variety of sales, marketing, and education resources as you progress and fulfill the program requirements.

The Sysdig Technology Partner Program offers two tiers of membership — Standard and Premier — with differentiated benefits and requirements, as detailed below.

## Program benefits

Go-to-Market benefits	Standard	Premier
<b>Web presence of your integration</b>	Sysdig integration page	<ul style="list-style-type: none"> <li>Dedicated partner page</li> <li>Sysdig integration page</li> </ul>
<b>Marketing support</b>	Sales collateral templates	<ul style="list-style-type: none"> <li>Sales collateral templates</li> <li>Sysdig participation in partner webinar</li> <li>Annual co-marketing plan</li> </ul>
<b>Launch/PR support</b>	<ul style="list-style-type: none"> <li>Social media support</li> <li>PR support (at Sysdig’s discretion)</li> </ul>	Joint PR, blog, and social planning and execution
<b>Sales enablement</b>	Partner-provided collateral published to Sysdig sales enablement platform	<ul style="list-style-type: none"> <li>Partner-provided collateral published to Sysdig sales enablement platform</li> <li>Participation in live or recorded sales enablement sessions</li> </ul>
<b>Partner management</b>	Email access to the Sysdig Technology Partnership team	Assigned Sysdig Partner Manager
<b>Documentation</b>	Access to product and API documentation and Sysdig SDKs	Access to product and API documentation and Sysdig SDKs
<b>Solution design and development support</b>	Email support	Direct access to Partner Solutions Architect
<b>NFR Sysdig SaaS accounts</b>	At Sysdig’s discretion <sup>(1)</sup>	Included <sup>(1)</sup>
<b>Solution validation</b>	Yes	Yes

<sup>(1)</sup> costs may apply

## Program requirements

Requirement	Standard	Premier
Program admission	By application	By invite
Build, test, and document your integration	Required	Required
Support your integration for at least one year	Required	Required
Produce customer-ready collateral (templates will be provided)	Encouraged	Required
Architecture diagram/configuration guide	Encouraged	Required
Referenceable customers for case studies	One within 12 months	Two per year
Customer adoption requirement	n/a	Five production customers within first 12 months
Review and refresh integration and marketing collateral on a regular basis	Encouraged	Required annually
Provide Sysdig with assets to show integration to prospects and customers	Provide upon request	Provide upon request

This Sysdig Technology Alliance Partner Program Guide is subject to, and incorporated into, the terms of the Sysdig Technology Partner Program Agreement (the "Agreement"). In the event of a conflict between the Program and the Agreement, the terms of the Program shall control.

**Interested in becoming  
a Sysdig partner?**

**CONTACT US TO GET STARTED!**

