



Delinea

Delinea Partner Advantage Program

Extend your identity security practice

Your customers already trust you to guide their security decisions. As identity security expands to cover every human, machine, and AI identity in real time, they're bringing that question to you. Delinea Partner Advantage backs your answer with stronger economics, go-to-market alignment, and the cloud-native platform that enforces continuous authorization at the moment of action. It extends your practice into territory no competitor can follow.

Three program tenets

PROTECT



Economics that reinforce what you've built

- Deal registration discounts protect every opportunity you source
- Incumbency net protection at every tier
- Escalating margin benefits from Select to Premier to Elite

ALIGN



A go-to-market motion that works with yours

- Assigned marketing personnel at Premier and Elite
- Joint business planning and co-sell coverage
- Shared GTM resources slot into how your team already sells

SCALE



A platform edge your competitors can't meet

- Machine identities outnumber human identities 50:1
- 46% of organizations admit deficient AI identity governance
- Govern every human, machine, and AI identity at runtime

What your customers achieve

\$2.2M

Avg Annual ROI

33%

Fewer Security Incidents

70%

Reduction in Standing Privileges

88%

Lower Provisioning Costs

+95%

Customer Renewal Rate

Tiers, roles & benefits | Elite. Premier. Select.

Three tiers reflect three levels of mutual investment. The program grows with your ambition, from adding identity to your portfolio all the way to making it the core of your business. Roles define how you engage; tiers define how far you take it.

Program tiers — Build. Compound. Own.

ELITE

The full weight of Delinea behind your practice



- ✓ Deal registration + highest teaming discount advantage
- ✓ Maximum incumbency protection
- ✓ Highest MDF with prioritized access
- ✓ Executive sponsor + Big Bets / MOU access
- ✓ Custom demand programs, regional marketing, and advanced certifications

PREMIER

Deepen your practice and accelerate growth



- ✓ Deal registration + teaming discount advantage
- ✓ Increased incumbency protection
- ✓ Dedicated channel coverage
- ✓ Assigned marketing personnel + joint planning
- ✓ Market Development Funds (MDF)
- ✓ Sales and technical certifications

SELECT

Add Delinea identity security to your portfolio



- ✓ Deal registration discount
- ✓ Incumbency protection
- ✓ Marketing materials and partner listing
- ✓ Virtual channel coverage

Five partner roles — engage the way you already work

Many partners play more than one role. Pick the role that fits your practice today — add more as you grow.

Sell

Source, influence, and close

Available now

Manage

Recurring identity service practice (MSP/MSSP)

Invite-only

Deliver

Implementations and deployments

Coming soon

Advise

Guide strategy before the platform is chosen

Coming soon

Integrate

Extend the Delinea Platform (ISV)

Coming soon

Partner enablement & resources

- Delinea University (self-paced e-learning)
- Sales and pre-sales credentials
- Partner Portal for deal management and tracking
- NFR licenses and demo environments
- Market Development Funds (Premier and Elite)
- Joint business planning and co-sell support
- Co-brandable marketing assets

Ready to grow your identity security practice?

Speak with your Delinea Channel Account Manager today | delinea.com/partners