

# Partner Program Guide

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## 1. Partner level

Subscriptions for the Partner Program are accepted upon execution of a Sales Order referencing the Partner Program Terms and the specific Partner level within the Program. Partners are considered certified partners when they subscribe to any of the Partner levels described in the table below (Section 3. Partner benefits) and successfully complete the associated training. As certified partners, it is mandatory to maintain at least one engineer with a valid Wazuh training certificate throughout the duration of the Partnership.

## 2. Deal registration

Partners are authorized to resell Wazuh Offerings to their Customers. As part of the Partner onboarding process, Wazuh will provide a deal registration mechanism, which may be subject to change. Partner will be required to submit in writing the proposed Customer's name, address, and any other relevant information requested by Wazuh. All deal registrations are subject to Wazuh's approval. Wazuh retains the right to decline a deal registration under the following circumstances: (i) the deal was not submitted through the designated mechanism, (ii) Customer is already an existing Wazuh customer, or (iii) Wazuh is already engaged in active discussions with Customer at the time of deal registration submission. Upon approval, the deal will be allocated to Partner. Once the deal is assigned, Partner will have a ninety (90) day period to place an Order for the approved deal. If Partner fails to do so within the specified timeframe, the deal registration will expire and no longer be considered valid. However, Partner is entitled to resubmit the deal registration for Wazuh's consideration.

## 3. Partner benefits

|                      |   | Gold | Platinum |
|----------------------|---|------|----------|
| Service Augmentation | One 'Small' Wazuh Cloud Standard Subscription | -    | Yes      |
|                      | Centralized Console for multi-tenancy         | -    | Yes      |
|                      | Whitelabeling of the WUI                      | -    | Yes      |
|                      | Credentials to a demo environment             | Yes  | Yes      |
|                      | Free cloud trial extensions of 7 extra days   | Yes  | Yes      |

|                 |   |   |                                  |                    |
|-----------------|---|---|----------------------------------|--------------------|
|                 | Support portal access to open tickets on behalf of the end-user   | No  | Yes                              |                    |
| Training        | 4-day online technical training course (#seats)   | 1   | 2                                |                    |
|                 | Sales orientation   | Yes   | Yes                              |                    |
| Business Growth | Wazuh business development program  | Yes   | Yes                              |                    |
|                 | Pre-sales assistance  | Yes   | Yes                              |                    |
|                 | Listed in the Wazuh website as a certified partner  | Yes   | Yes                              |                    |
|                 | Press release to announce Partnership   | -   | Yes                              |                    |
| Discounts       | Special discounts on any of the Wazuh Offerings & on Partnership Renewal Fees (subject to Discount Tier). | Tier 1  | 10% off list price               | 18% off list price |
|                 |   | Tier 2<br>3 or more<br>Subscription<br>Customers  | 14% off list price               | 22% off list price |
|                 |   |   | 40% off Partnership Renewal Fees |                    |
|                 |   | Tier 3<br>5 or more<br>Subscription<br>Customers  | 18% off list price               | 26% off list price |
|                 |   |   | 60% off Partnership Renewal Fees |                    |
|                 |   | Tier 4<br>10 or more<br>Subscription<br>Customers | 22% off list price               | 30% off list price |
|                 |   |   | 90% off Partnership Renewal Fees |                    |

## 4. Service Augmentation

**4.1. One 'Small' Wazuh Cloud Standard Subscription.** This Wazuh Cloud Standard Subscription is intended to help Platinum Partners, in compliance with the Partner Program Terms, jump-start their business with Wazuh by providing access to a Small Wazuh Cloud environment with the following settings: 100 Active Agents; 25 GB Indexed Data Capacity; 100 average - 500 peak EPS; 1 month Indexed Data Retention; and 3 months Archive Data Retention.

Partners can use this Wazuh Cloud subscription for their own convenience, whether it is to support their own internal operations, demonstrate the value of Wazuh services to potential Customers, or even assign it to a Customer as a service subscription following the deal registration process.

Access to and use of this subscription is subject to the comprehensive terms and conditions outlined in the Wazuh Cloud terms located at <https://wazuh.com/legal-resources/wazuh-cloud-terms/> and the applicable Documentation. By executing these Partner Program Terms, Platinum Partner represents and warrants acknowledgment and agreement with the Wazuh Cloud terms both on its own behalf and on behalf of its Customer when assigning the Wazuh Cloud Subscription.

The status of this complimentary Wazuh Cloud Subscription is directly tied to the Partnership. Therefore, the abovementioned Wazuh Cloud Subscription term aligns with the Partnership Term and its renewal is contingent upon the renewal of the Partnership.

**4.2. Centralized Console for multi-tenancy.** Platinum Partners with a minimum of two (2) Subscription Customers are eligible to access a multi-tenant web user interface (WUI) that presents data and enables efficient management of multiple environments through a single pane of glass.

Wazuh will provide Platinum Partner with a cloud-hosted Centralized Console to manage Subscription Customers using Wazuh Cloud. Wazuh cloud trials cannot be added to the Centralized Console. Partner agrees to strictly use the cloud-hosted Centralized Console for Subscription Customers with a valid Wazuh Cloud contract in place; otherwise, Wazuh reserves the right to disable the Console.

The cloud-hosted Centralized Console is not intended to manage Subscription Customers whose Wazuh Cloud environments span across multiple data center locations. Partner shall meet the minimum requirement of two Subscription Customers using Wazuh Cloud at each data center location for Wazuh to create separated cloud-hosted Centralized Consoles.

Where Platinum Partner has at least two (2) Subscription Customers using Support and Maintenance Services for on-premises environments, and provided that all of these environments share a common Certificate Authority (CA) used during the certificates deployment (as detailed in the Documentation, refer to <https://documentation.wazuh.com/current/user-manual/certificates.html>), Wazuh will deploy and configure the On Premises Centralized Console at no cost. Any and all environments managed through the Centralized Console must have been deployed under the same CA. Should an environment redeployment be necessary to comply with the aforementioned requirement, this shall be conducted through Consulting Services, purchased separately, and linked to a Statement of Work (SOW) previously approved by Wazuh. Partner agrees to strictly use the on-premises Centralized Console for Subscription Customers with a valid Support Service contract in place; otherwise, Wazuh reserves the right to cease to support the Console and terminate all Services related to it, including but not limited to deployment and Consulting Services.

Upon termination of a Partnership Term, the cloud-hosted Centralized Console will be disabled, while the on-premises Centralized Console will no longer be supported by Wazuh.

**4.3. White labeling of the WUI.** Wazuh authorizes the eligible Partner to white label the Wazuh WUI of Customers with a valid contract in place. Partners may also white label the 'Small' Wazuh Cloud Standard Subscription as well as the Centralized Console. White labeling is limited to the following changes:

- Wazuh dashboard - login: Logo, title, and subtitle
- Wazuh dashboard - plugin: Drop-down icon
- Wazuh dashboard - plugin - reports: Icon
- Wazuh dashboard - plugin - reports: Logo
- Wazuh dashboard - plugin - reports: Copyright
- Wazuh dashboard - browser tab: Title

**4.4. Credentials to a demo environment.** Read and view access to the Wazuh demo environment to help Partner showcase the product to Customer. The Wazuh demo environment is maintained by Wazuh and provided “as is”. White labeling does not apply to this demo environment.

**4.5. Free cloud trial extensions of 7 extra days.** Wazuh offers a 14-day free cloud trial publicly available on the Wazuh website. Partner can request 21-day trials for Customer at zero cost once the deal registration for Customer has been approved by Wazuh.

**4.6. Support portal access to open tickets on behalf of the end-user.** Upon the purchase of Wazuh Cloud or Wazuh support for on-prem deployments services for a particular Customer, Partner shall provide a list of users with access to the Wazuh support portal. The users must be either Partner’s or Customer’s employees. Wazuh will create a project for the Customer, and the users can only open tickets related to the Customer’s project.

## 5. Training

**5.1. 4-day online technical training course (#seats).** This course is intended to help partners build their own team of Wazuh experts, prepared to deploy, configure, and tune the platform, as well as create their own custom Wazuh rules and dashboards. Partner is entitled to attend one of the public training courses limited to the number of seats stated in their assigned Partner level. Attendees will attend the first available course or a later course with available seats, within the first twelve (12) months of this Agreement. Upon completion, and subject to compliance with these terms and Training Course Terms, attendees will get a training certificate. Partner’s commitment is to always have at least one Wazuh certified engineer during the Term of this Agreement.

**5.2. Sales orientation.** A one-hour session intended for the Partner’s sales team to learn how to sell the Product and position Wazuh over competition.

## 6. Business Growth

**6.1. Wazuh business development program.** Wazuh and Partner will design together a go-to-market plan with the goal of acquiring customers. The business development program may include but is not limited to:

- Sales objectives (short, med, and long term)

- Pre-sales meeting
- Marketing materials
- List price for initial tiers
- QBR meetings

**6.2. Pre-sales assistance.** Access to Wazuh's technical pre-sales team to assist with demos, proof-of-concepts, and other technical queries, during the Customer acquisition process, once the deal registration of Customer has been approved by Wazuh.

**6.3. Listed in the Wazuh website as a certified partner.** Partner is listed in the partner section of the Wazuh's website to get exposure to users seeking for Partner MSP or consulting services. Unless otherwise expressly stated by Partner, Wazuh will publish the Partner logo along with a brief description of the services and Territory covered.

**6.4. Press release to announce Partnership.** Official statement from Wazuh for public acknowledgement of the new alliance.

## 7. Discounts

**7.1. Special discounts on the Wazuh Offerings & on Partnership Renewal Fees (subject to Discount tier).** These Special discounts aim to motivate Partner to actively expand its Customer base, driving business growth and increasing earnings through the promotion of Wazuh solutions. Moreover, Partner is eligible for exclusive discounts on its Partnership Renewal Fees, further encouraging continued involvement and recognizing its contributions to the Partnership.

### 7.1.1. Discount Tier.

Each Discount Tier determines the discount rates applied by Wazuh to the list price of Wazuh Offerings and Partnership Renewal Fees when providing Partner with quotations. All Partners start at Tier 1 and can qualify for a higher Discount Tier by reaching the specified customer threshold for each Tier, taking into account Subscription Customers only. Once Partner achieves the customer threshold for a particular Tier, the corresponding discount rate becomes effective for all Sales Orders prepared by Wazuh in relation to the Offerings or the renewal of a Partnership Term.

The qualification criteria for each Discount Tier is the following:

- Tier 1: All Partners qualify for Discount Tier 1. Gold Partners are granted with an applicable discount of 10% on Wazuh Offerings, while Platinum Partners get a greater discount rate of 18%.
- Tier 2: Partner qualifies for this Tier upon having three (3) or more Subscription Customers. Gold Partners receive a 14% discount on Wazuh Offerings, while Platinum Partners receive a 22% discount. Additionally, all Partners receive a 40% discount on Partnership Renewal Fees.

- Tier 3: Partner qualifies for this Tier upon having five (5) or more Subscription Customers. Gold Partners receive a 18% discount on Wazuh Offerings, while Platinum Partners receive a 26% discount. Additionally, all Partners receive a 60% discount on Partnership Renewal Fees.
- Tier 4: Partner qualifies for this Tier upon having ten (10) or more Subscription Customers. Gold Partners receive a 22% discount on Wazuh Offerings, while Platinum Partners receive a 30% discount. Additionally, all Partners receive a 90% discount on Partnership Renewal Fees.

In light of the abovementioned, Wazuh will assess the number of Subscription Customers to determine the corresponding Discount Tier when preparing a Sales Order for Partner. For instance, if Partner has three (3) Subscription Customers, Wazuh will apply the Tier 2 discount to all forthcoming quotations provided to Partner. This discount will remain in effect until the next Tier is unlocked, which in this case, occurs when Partner has a minimum of five (5) Subscription Customers.

Partner's assignment of the 'Small' Wazuh Cloud Standard Subscription to a Customer does not contribute towards fulfilling the conditions for the Discount tier, unless the assigned Customer purchases additional storage as a service expansion for the abovementioned subscription. In such cases, the assigned Customer will be considered a Subscription Customer.

## 8. Compliance

Wazuh reserves the right to perform a yearly assessment of compliance to ensure that Partner meets the Program requirements and, therefore, can continue to have access to the corresponding benefits to its level and Discount tier.