



# *vega*

Channel Partner Program 2026



# Vega Channel Partner Team

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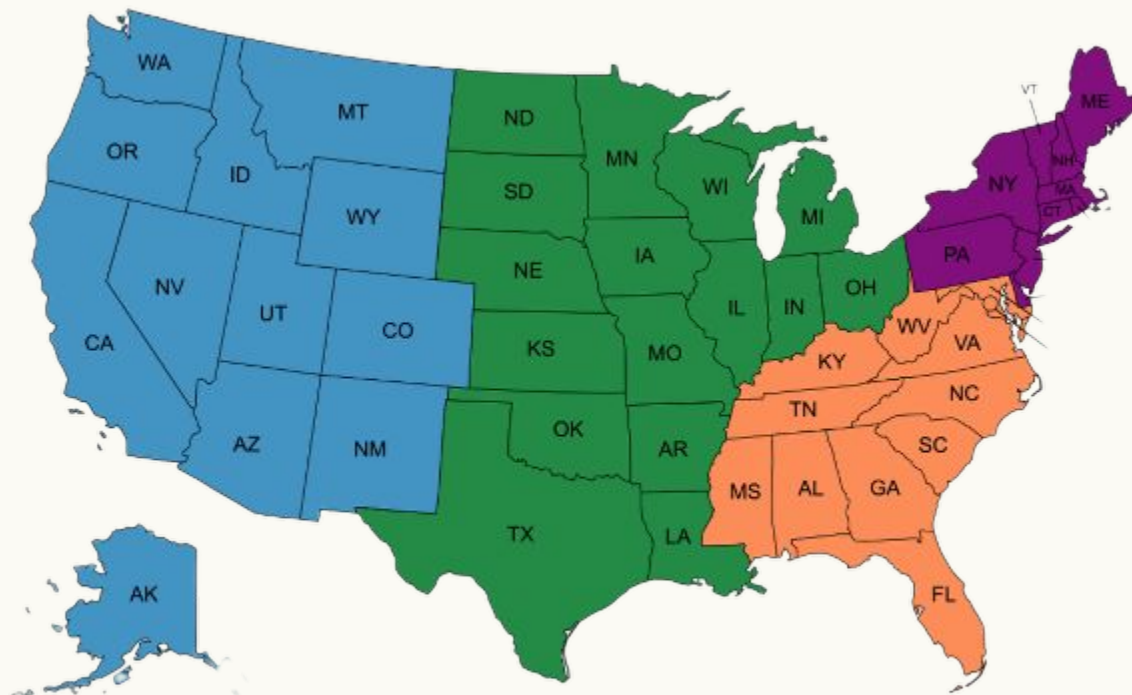
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# Vega Channel Partner Program

## INTRODUCING

### Vega GTM Channel Sales

- 100% Channel Model — every deal goes through a partner
- Partner Advantage/Protection
  - Deal Registration - Partner Lead
    - Meeting required within 30 days
    - 120-day protection window
  - Teaming - Vega Lead
    - Joint teaming plan
    - 60-day protection window

### Vega Channel Resources

- Customized 1:1 enablement sessions through Channel + SA Engineering team
- Vega Sandbox/NFR for testing and for internal use
- Marketing, events and sponsorship support
- SPIFF Incentive programs offered



# Vega Channel Partner Program

## INTRODUCING

### Projects Aligning with Vega

- SIEM modernization/replacement
- Federated Search
- Hybridizing data architecture
- Detection Engineering projects
- Detection Posture Assessments
- AI SOC (Agentic SOC)
- Tool Reduction & Technology Stack Assessment
- Headless SOC

### Target Use Cases

- Multi-cloud environments
- Orgs hitting SIEM ingest limits
- Companies with significant cloud telemetry
- Enterprises managing multiple data repositories
- Orgs going through SIEM migrations
- Multi-SIEM environments



# Vega Pricing Model

## Simple and Flexible

- Vega's pricing model is designed to be simple, predictable, and flexible - giving you full control over how you manage (and scale) visibility and detection for your security operations at scale.
- The primary pricing metric is Volume of Data created per day and stored outside of the SIEM. A secondary metric is for the Vega Platform and is quoted based on total company Employee Count. As the volume cost goes up, the Platform fee comes down

- **Vega Security Analytics Mesh (SAM) Platform**  
Charged by employee count, reduces as the quantity of Vega Scanner goes up.
- **Vega Scanner:**  
Charged per TB/day being indexed and analyzed outside of the SIEM. (SAM Platform Included)
- **Vega Security Analytics Mesh (SAM) Platform**  
Included

\*Because SIEM storage is expensive, Vega never requires you to report the amount of data in your SIEM. Your data is never counted twice.

Thank You!  
***Vega***

