



Channel Partner Program

Komodo Systems®

Empowering Partners to Secure the World's Critical Infrastructure

Why Partner with Komodo Systems?

Built for Critical Infrastructure | Not Cloud-Only IT

The observability market is crowded with cloud-first tools. But electric utilities, ISPs, & industrial operators require on-premises control, data sovereignty, & deep network visibility.

Komodo Eye was built for those environments & our partner program reflects that reality.



Own the Services Revenue

Komodo is an engineering-first platform. Partners generate meaningful revenue through implementation, customization, and ongoing managed services.



Deal Protection

Our deal registration policy protects partners who invest time in long sales cycles. We do not allow low-touch resellers to undercut technical partners.



Purpose-Built for OT/ICS

Designed for environments with compliance, audit, and operational complexity — including electric utilities, ISPs, and industrial networks.

Our Partner Philosophy

Competency Over Volume

We intentionally recruit fewer, higher-quality partners.

Komodo partners operate in high-trust, high-touch environments where sales, engineering, and compliance intersect. Many of our partners act as an extension of our engineering team.

This philosophy differentiates us from legacy and cloud-native vendors like SolarWinds and Datadog, whose channel strategies prioritize scale and volume.

Komodo Systems

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Partner Categories

	Systems Integrators	System Integrators are already inside substations and protected facilities. Komodo Eye provides the network visibility layer for the infrastructure they deploy.
	Value-Added Resellers	VARs hold contract vehicles and manage procurement complexity. Komodo Eye integrates into larger compliance-driven engagements.
	Managed Service Providers	MSPs use Komodo Eye to monitor customer environments and deliver recurring managed services.
	Hardware Vendors	Komodo Eye acts as the management and observability layer for industrial networking hardware. Joint solution bundles available.

Partner Program Tiers

	Authorized Partner		Premier Partner		Strategic / Elite Partner
Specialized consultants & niche resellers		Regional SIs & MSPs actively selling Komodo Eye		National integrators focused on critical infrastructure	
Requirements: <ul style="list-style-type: none">• Signed Partner Agreement• 1 Sales Certification	Requirements: <ul style="list-style-type: none">• \$50K annual revenue• 1 Certified Sales Associate• 1 Certified Technical Engineer	Requirements: <ul style="list-style-type: none">• \$250K annual revenue• Dedicated Komodo practice lead• Joint business & marketing plan• 2 Certified Technical Engineers	Benefits: <ul style="list-style-type: none">• 15% discount off MSRP• Deal Registration• Partner Portal & marketing assets• Standard support access	Benefits: <ul style="list-style-type: none">• 25% discount off MSRP• Free NFR license (lab)• Inbound lead sharing (region/vertical-based)• Early access to new features and modules	Benefits: <ul style="list-style-type: none">• 35% discount off MSRP• Dedicated Channel Manager• MDF support for events and trade shows• Quarterly executive reviews

Enablement, Protection & Differentiation



Deal Registration

Enterprise and on-prem sales cycles can last 6–12 months.

When a partner registers a qualified opportunity:

- Price protection is locked
- Margins are preserved
- Komodo will not undercut or redirect the deal

Protection is granted for 90 days and renewable with active engagement.



Training & Certification

Komodo offers two certification tracks:

Komodo Certified Sales (KCS)

Positioning, competitive differentiation, and licensing strategy

Komodo Certified Engineer (KCE)

Deployment architecture, scripting, and hybrid network design

Certified partners can charge premium implementation rates — often \$150–\$200/hour.



Specialization Badges

As Komodo expands into new verticals, partners can earn specialization badges, such as:

- Industrial / OT Networks
- Government & Compliance
- ISP & Hybrid Networks

These badges help customers identify partners who truly understand their environment.

Join Our Partner Team

If you operate, secure, or modernize critical infrastructure and want to build a profitable, high-trust services practice, we should talk.

Email us at partner@komodosystems.com.

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