

Elevate

Partner Program

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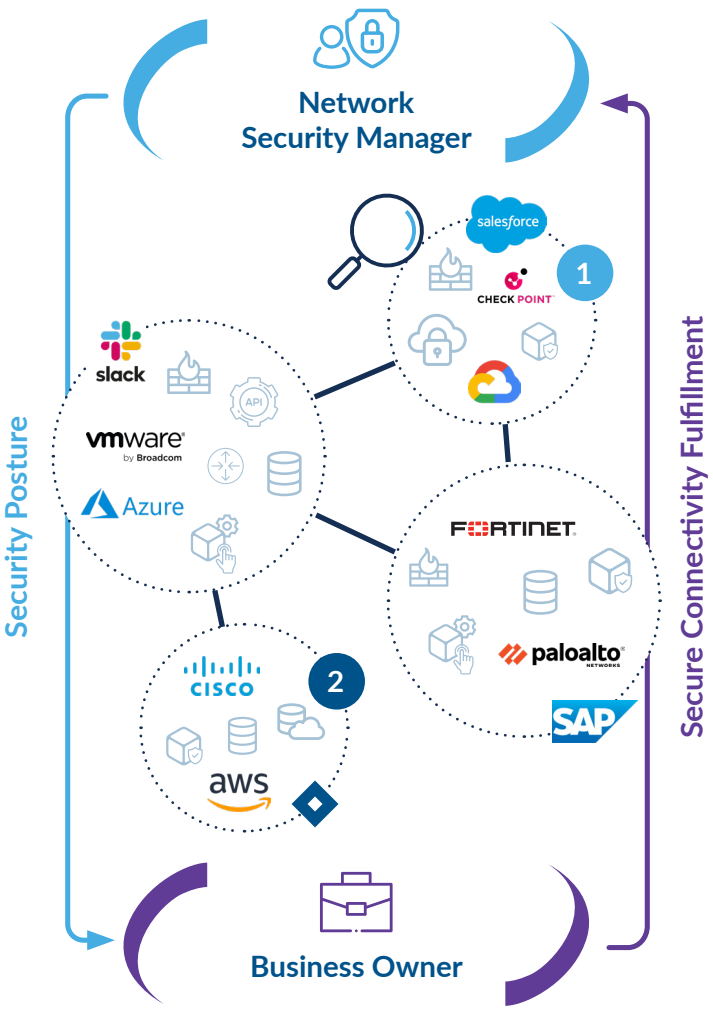
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Secure application connectivity - anywhere

Enterprises move at application speed, but security is still managed through fragmented, device-centric tools. The result is slow delivery, increased risk, and constant friction between security and the business.

AlgoSec changes this by managing network security based on application needs, enabling organizations to securely accelerate application delivery across hybrid, multi-cloud, and on-prem environments.



Fragmented visibility

Risk & compliance proiritization

Slow,risky change process

What makes AlgoSec different?

- **Application-centric visibility** across the entire hybrid network
- **Automated security changes** with built-in risk analysis
- **Continuous compliance** with audit-ready reporting
- **Single source of truth** for multi-vendor security policy

Delivered through the AlgoSec Horizon Platform, these capabilities help customers move faster without compromising security.

Why partners win with AlgoSec

AlgoSec creates high-value, repeatable partner opportunities:

- **Large, strategic deals tied to cloud migration, zero trust, and compliance**
- **Strong services and lifecycle pull-through**
- **Executive-level relevance across security, infrastructure, cloud, and application teams**

Built for co-sell

AlgoSec integrates seamlessly with leading network, security, cloud, ITSM, vulnerability, and automation platforms, making it easy for partners to attach AlgoSec to existing deals or lead with application-centric security as a differentiator.

Introduction to AlgoSec's Elevate Partner Program

A Partner Program that scales with your business.

The AlgoSec Elevate Partner Program helps partners grow profitable, long-term business through application-centric security for enterprise customers.

Elevate is more than a partner framework.
It is a go-to-market partnership built around joint selling, enablement, and lifecycle success. The program aligns partners with AlgoSec's market leadership in hybrid network security, automation, and compliance, enabling partners to lead strategic customer conversations and win high-value opportunities.



How Elevate supports partner success

Through Elevate, partners gain:

- Clear engagement models aligned to partner expertise and business focus
- Sales and technical enablement to rapidly build confidence and capability
- Joint go-to-market execution, including deal support and pipeline development
- Sales and marketing resources to accelerate awareness and demand
- Higher discounts are available as you progress through the tiers

AlgoSec channel, sales, and technical teams work closely with partners from early opportunity identification through deal execution and customer expansion to ensure mutual success.

Empowering your business with AlgoSec

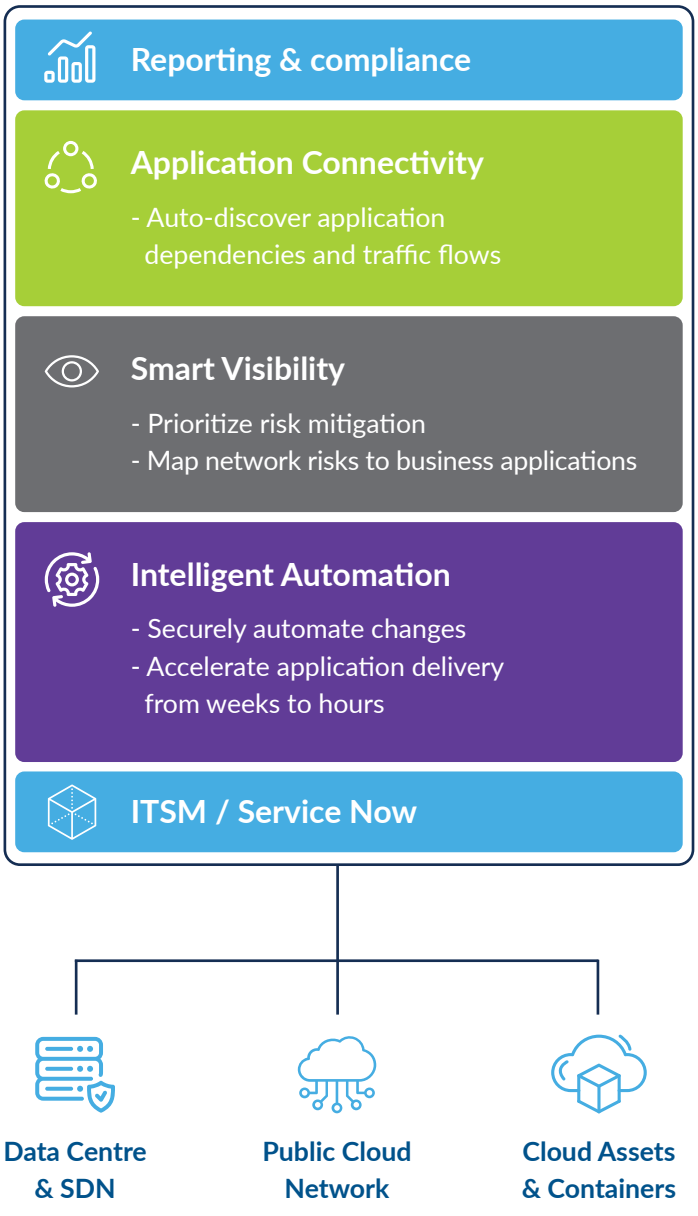
What our partners sell

AlgoSec operates where applications, connectivity, and security policy meet: the point where enterprises struggle most with speed, risk, and complexity.

The **AlgoSec Horizon Platform** automates application connectivity and security policy across **hybrid, multi-cloud, and on-prem environments**, enabling organizations to move faster without increasing risk.

AlgoSec Horizon Platform

Secure application connectivity in your hybrid environment



Core value partners lead with:

Application-centric visibility

- Automatically discover applications and dependencies
- Map traffic flows across hybrid and multi-vendor networks
- Establish a single source of truth for security policy

Intelligent automation

- Automate security changes end-to-end
- Analyze risk before changes are made
- Verify changes automatically to prevent errors

Risk-based compliance

- Prioritize risk by business impact
- Maintain continuous compliance with audit-ready reporting

Business outcomes customers achieve

- Faster application delivery
- Lower operational overhead
- Stronger security posture
- Simpler audits and compliance

Trusted by the World's Most Complex Enterprises

AlgoSec is trusted by over 2,300 enterprise customers worldwide, including 20 of the Fortune 50, to secure their most critical applications across complex hybrid environments.

With more than two decades of experience in application-centric security management, AlgoSec supports organizations across financial services, healthcare, telecommunications, manufacturing, and the public sector.

AlgoSec is known for enterprise-grade scale, reliability, and customer satisfaction, supported by 24/7 global support and industry-recognized security certifications.

Enterprise scale and trust

2,300+ Enterprise Customers

20 of the **Fortune 50**

Global **24/7** support

ISO 27001 & SOC 2 Certified

> *"Zero complaints: the product hits the mark"*
>
> Manager, IT Security and Risk Management IT Services

> *"Best security solution for companies"*
>
> Shib Nath D, Security Analyst

> *"The performance boost we had was huge"*
>
> Security Manager PTLS STA Tec. Ltda

Gartner Peer Insights Customers' Choice 2025

WINTER 2026 Leader ENTERPRISE

Leader PeerSpot

AlgoSec in the IT and Security Ecosystem

AlgoSec is designed to work with - not replace - existing security and infrastructure investments, acting as a central intelligence and automation layer.

With more than two decades of experience in application-centric security management, AlgoSec supports organizations across financial services, healthcare, telecommunications, manufacturing, and the public sector.

AlgoSec is known for enterprise-grade scale, reliability, and customer satisfaction, supported by 24/7 global support and industry-recognized security certifications.

Built to integrate
AlgoSec integrates natively across:

- Network and security platforms
- Cloud and SDN
- IT Service Management (ITSM)
- Vulnerability management
- SIEM / SOAR
- DevOps and automation tools

These integrations are powered by robust APIs and native connectors, enabling **end-to-end, application-centric security workflows.**

Why this matters for partners

- Easy attachment to existing security and infrastructure deals
- Broader reach across security, network, cloud, and application teams
- Strong differentiation through automation and business context
- Long-term relevance in hybrid and multi-cloud environments
- AlgoSec is a service sales opportunity for you and generates greater customer retention

Technology partners

Integrate with existing systems to further enhance your AlgoSec solution.

Cloud and SDN

Google Cloud, aws, Azure, vmware by Broadcom, cisco ACI

IT Service Management (ITSM)

servicenow, bmc REMEDY, hp

Network and security devices

zscaler, FORTINET, cisco Partner, VERSA NETWORKS, f5, CHECK POINT, paloalto NETWORKS, cisco Meraki, JUNIPER NETWORKS

Micro-segmentation tools

Akamai, illumio, cisco Partner

Vulnerability scanners

RAPID7, Qualys., tenable network security

SIEM/SOAR

IBM Security, CORTEX XSOAR, IBM Radar, splunk> a cisco company

DevOps

ANSIBLE, HashiCorp Terraform, puppet, CHEF

Chat solutions

slack, webex by cisco, Teams

To view the full technology partner ecosystem, visit: algosec.com/partners/technical-partners

Partner Ecosystem

AlgoSec's partner ecosystem is built to support the way enterprise customers buy, deploy, and operate security in complex hybrid environments.

Our channel strategy focuses on working with a broad, complementary set of partners, each playing a defined role in delivering application-centric security, automation, and compliance outcomes.

AlgoSec invests in its partners and provides the enablement, resources, and engagement models needed to build a sustainable and profitable business. Our partner programs are designed to align with different areas of expertise, business focus, and levels of commitment.

Together, the AlgoSec ecosystem enables partners to lead strategic customer initiatives, expand solution value, and drive long-term customer success.



Partner Types Include:

1. Value-Added Resellers
2. System Integrators
3. Managed Service Providers
4. Distributors
5. Deployment Partners
6. Training Partners
7. Professional Services Partners
8. Support Partners
9. Technology Alliance Partners

On-boarding as a New Channel Partner

AlgoSec follows a structured onboarding approach designed to help new partners become enabled, engaged, and ready to succeed quickly.

Upon completion of the NDA and required agreements, partners progress through a phased onboarding journey that builds alignment, capability, and momentum.

30-Day Checklist:
Foundation and alignment

- Introduction to the channel team and local sales team
- Access to the partner portal
- Enablement session scheduled
- Account mapping session scheduled

90-Day Checklist:
Enablement and engagement

- Completion of sales certification training
- First enablement session completed
- First account mapping session completed

180-Day Checklist:
Execution and growth

- Complete required training for corresponding level
- Have at least one demand generation activity scheduled

Partner levels

The AlgoSec Partner levels:

algosec Champion Partner

algosec Advanced Partner

algosec Select Partner

Partner Level Requirements

Requirements	Select	Advanced	Champion
Revenue Requirements (ARR)	$50k+	$250K+	$500k+
Annual Business Review	No	Optional	Yes
Number of Sales Users Trained	1+	2+	4+
Number of Pre-sales Users Trained	0	1+	2+
Number of Technical Users Trained	0	2+ (U&A*)	4+ (U&A*)**
Dedicated Marketing Contact	0	Optional	1+

*User and Admin certifications

**Prior to deploying the AlgoSec solution, the partner must complete the Delivery Partner Training process.

ARR – Annual Recuring Revenue

Partner Benefits







Benefits	Select	Advanced	Champion
Technical Resources			
Access to Partner Portal	Yes	Yes	Yes
Dedicated SE Support	No	Optional	Yes
Access to Beta Products	No	No	Yes
Sales Support			
Access to Sales Tools	Yes	Yes	Yes
Dedicated Channel Manager	No, or via distribution	Optional	Yes
Preference in Lead Distribution	No	No	Yes
Marketing Support			
Access to Marketing Portal	Yes	Yes	Yes
Access to Marketing Training	Yes	Yes	Yes
Joint Marketing Activities	Digital Only	Optional*	Yes
Promotion on AlgoSec Website	Optional	Tier 2	Tier 1
Product Licenses & NFRs			
Test lab License (non-commercial/NFR)	No	No	Yes

*Proposal based, to be discussed with your local Channel manager. Digital Activity included.

Certifications and Training

AlgoSec's Channel Training Program provides partners with in-depth knowledge of AlgoSec solutions and products. The goal is to enable our partners to develop in-house capabilities to better respond to competitive situations by understanding AlgoSec's unique value propositions.

Sales Training

Sales Certification training is delivered as an on-line E-learning course and is free of charge, the course takes around 60 minutes. **It focuses on:**

- **Learning about AlgoSec's solutions and products**
- **Discovering the benefits of partnering with AlgoSec**
- **How to sell AlgoSec**
- **Overcoming customers challenges**

Upon completion of the Sales Certification Training, each participant will be certified as an AlgoSec Channel Sales Specialist.

Sales Engineer Training

This technical presales course equips channel Sales Engineers and Solution Consultants to position and demonstrate AlgoSec Horizon's Intelligent Automation and Change Management capabilities. Learners will understand the end-to-end automation flow: request intake, initial planning, risk assessment, work order, implementation, and validation. The course introduces the Six Levels of Automation maturity model. It also includes demonstrations of the various automation steps within the Horizon workflow.

Technical Training

Technical training is delivered in-person or virtually with one of our AlgoSec experts, upon completion you will further progress your partner status with us.
The 4 course modules take 3 days each and the complete course **covers the following:**

Training Tracks

*ASMS Foundations is a prerequisite for all advanced courses.



To then deploy AlgoSec solutions you must be an Advanced or Champion partner, as per the program tiers, then you must complete a shadowing process with AlgoSec Professional Services team.

Partner Resources



Register your interest to become a partner of AlgoSec

algosec.com/partners/become-partner

Partner Portal

TBA

Partner Training

TBA

Product Information

algosec.com/products

Contact the AlgoSec Channel Team

channels@algosec.com

About AlgoSec

AlgoSec, a global cybersecurity leader, empowers organizations to securely accelerate application delivery up to 10 times faster by automating application connectivity and security policy across the hybrid network environment.

With two decades of expertise securing hybrid networks, over 2200 of the world's most complex organizations trust AlgoSec to help secure their most critical workloads.

AlgoSec Horizon platform utilizes advanced AI capabilities, enabling users to automatically discover and identify their business applications across multi-clouds, and remediate risks more effectively. It serves as a single source for visibility into security and compliance issues across the hybrid network environment, to ensure ongoing adherence to internet security standards, industry, and internal regulations.

Additionally, organizations can leverage intelligent change automation to streamline security change processes, thus improving security and agility.

Learn how AlgoSec enables application owners, information security experts, SecOps and cloud security teams to deploy business applications faster while maintaining security at www.algosec.com