



Analog Informatics™
Corporation

Partner Program Scorecard

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Side-by-side Managed Service Provider (MSP), reseller, and value-added reseller (VAR) programs. Narrative, the 4x services tables, and the full source list stay on Partner program comparison.

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At a Glance

Percents are **published** partner discounts or influence fees, or **Unpublished** when the vendor does not print a number.

Criterion	AIC	Delinea Partner Advantage	CyberArk	BeyondTrust PartnerTrust	Exostar
Year 1 software, registered	30% on-premises (tied) [1]	30% on licenses only [2]	Unpublished [5]	Unpublished [7]	Unpublished
Later-year residual	20% Winner if registered and billed through the partner [1]	Does not apply to support, maintenance, or renewals [3]	Unpublished [5]	Unpublished [7]	Unpublished
Cloud Marketplace influence	10% Year 1 / 5% later [1]	See vendor	See vendor	See vendor	See vendor
MSP track	Live. Same rates as reseller [1]	Manage coming soon [4]	MSP Hub June 2025; percents Unpublished [6]	Live MSP [8]	Live. Exostar owns the tenant [10]
Vendor sells services against the partner?	No Winner [1]	Professional services. See vendor	Professional services. See vendor	Co-delivery and professional services [9]	Yes, on the managed tenant [10]
Partner support price	Included, unlimited	See vendor	See vendor	See vendor	See vendor

Delinea matches AIC on a new registered license sale. AIC is the Winner on the printed later-year residual and on not taking the services.

Who Keeps the CMMC Work

Work	AIC	Typical Named Program
Scoping, gap, remediation, documentation	Partner	Split or vendor professional services
Monthly operation	Partner	Exostar operates the tenant [12]
Assessment support	Partner	See vendor
Expected services vs AIC Level 2 subscription	More than 4x (\$79,200 on \$19,800) [1]	Not published as a multiple

Head-to-head

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Questions Partners Ask

Does Delinea's 30 percent beat AIC? On a new registered license sale, both print 30 percent [1] [2]. Delinea's 30 percent does not apply to renewals [3]. AIC's 20 percent later-year rate does, when you stay registered and bill the customer [1].

Does AIC take implementation or managed CMMC? No. AIC licenses software. The customer delegates administration to the partner [1].

How much can an MSP earn on Level 2? AIC expects services of more than four times the \$19,800 Level 2 subscription, plus the software discount [1].

Sources and Notes

1. Analog Informatics Corporation MSP Agreement and Reseller Agreement, Fee Schedule (Section 4.9): on-premises 30 percent Year 1 if pre-registered, 20 percent later year if registered and billed through the partner; Cloud Marketplace 10 percent Year 1 and 5 percent later. Same rates for MSP and Reseller. No sublicense. AIC CMMC Level 2 \$19,800 Year 1. Price list dated 2026-10-09.
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4. Delinea partners page: Manage (MSP / MSSP) is coming soon.
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5. CyberArk reseller program presentation (distributor copy): Silver 10 percent, Gold 15 percent, Platinum 20 percent.
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<https://www.exostar.com/products/cmmc-compliance-with-ready-suite/cmmc-compliance-for-msps/>. Retrieved 2026-10-09.

About This Comparison

Competitor information comes from the public sources listed above and was collected on October 9, 2026. Partner discounts, packages, and program tracks change. This information is not guaranteed to be accurate or complete. Confirm current terms with each vendor before you enroll. AIC partner rates are the Fee Schedule in the MSP Agreement and the Reseller Agreement.

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