# Partner Programs: Commercial Terms and Delivery

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Evaluate the agreement you would sign, the work you would deliver, and how renewals are handled. A software discount and a services engagement are separate sources of revenue.

## AIC Commercial Terms

| Motion | Year 1 | Later Years |
|---|---|---|
| On-premises, partner bills customer | 30% when registered in advance; 20% otherwise. | 20% when registered and billed through the partner. |
| Cloud Marketplace influence | 10% | 5% |

## Compare Written Program Terms

Ask AIC and each alternative for the current partner agreement and a deal-specific confirmation of discounts, renewals, registration, billing, support, tenant control, and service delivery. Unpublished terms are unknown, not evidence that one program pays more.

Programs to evaluate include CyberArk, Delinea, BeyondTrust, PreVeil, Exostar, FutureFeed, and Vanta. Their products and delivery models differ; compare the program that fits your services practice.

## Plan Services From Actual Work

Partners set their own rates and scope. Estimate discovery, configuration, remediation, documentation, assessment support, and monthly operation from a statement of work. There is no guaranteed services revenue or fixed multiple of the software subscription.

Your infrastructure, third-party products, independent assessment, and any separately agreed managed services remain separate costs.

Standard AIC product support and partner training are free. Separately contracted third-party managed operations or assessment services remain the customer’s or partner’s agreement. AIC works with the customer’s existing MSP and solution providers.

## Choose Your Next Step

Discuss the Partner Program

MSP Program · Reseller Program · CMMC Package Prices · Privileged Access Comparisons

Commercial summary revised October 11, 2026. The signed agreement and Fee Schedule govern.

## CMMC Deployment Responsibilities

AIC CMMC Complete™ is customer-deployed commercial software. The client is responsible for deployment, configuration, and FCI/CUI data migration, typically with an MSP or qualified provider under the client’s control. Analog Informatics does not manage the customer’s CMMC systems.


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