



## OffSec's Global Channel Partner Program

OffSec, the world's most trusted provider of continuous cybersecurity workforce development and learning, empowers value-added resellers, distributors and MSSPs to grow sales by offering our world-renowned skills development and hands-on learning to your customers. Through OffSec's highly-regarded and rigorous infosec training, we enable companies to better recruit, retain and upskill employees through access to our extensive Learning Library and Learn Enterprise (LE) / OffSec Cyber Range (OCR) offerings.

OffSec's brand recognition enables you to quickly jump into conversations with prospective clients. Through our Partner Program partners are also provided a number of benefits, marketing and sales tools that help easily facilitate the lead to cash flow.

### Channel partner benefits can include:



#### Special Pricing & Sales Tools

- Channel partner discount
- Access to deal registration
- Lead distribution
- Rewards program



#### Business Planning

- Joint strategy alignment
- KPI creation/partner portal dashboards
- Best-practice knowledge transfer
- Quarterly business review



#### Sales Enablement

- On-demand & live webinar trainings
- Co-brandable collateral
- Incentives & promotions



#### Marketing Assets & Activities

- Access to OffSec logos & course icons
- Partner locator inclusion
- Partnership announcement media kit
- Campaigns-in-a-box
- Co-marketing activities: white papers, webinars & podcasts
- Market development funds



#### Communications & Support

- Monthly partner newsletter
- Partner Discord channels
- Dedicated Customer Success Representative
- Student mentor/help desk support
- Roadmap reviews

To apply now, visit [offsec.com/partners](https://offsec.com/partners) or email [partnerships@offsec.com](mailto:partnerships@offsec.com)