



Wiz Partner Alliance: Reseller Program Overview

Partner with the platform transforming cloud security

Cloud security is growing fast, and for good reason. It's one of the hardest challenges to solve. Wiz makes it simple. We give customers the visibility, context, and prioritization they need to eliminate risk at scale.



Today, 50% of Wiz customers have reduced their risk and reached Zero Criticals across their cloud environments, a milestone that's redefining what good looks like in cloud security.

For partners, that customer success translates into real opportunity. Partnering with Wiz means bringing the industry's leading cloud security platform to your customers, helping them secure, operate, and remediate risk with clarity and speed.

You get a trusted brand that opens doors, shortens sales cycles, and drives recurring revenue. Wiz is a product customers know, ask for, and love, delivering impact for them and growth for your business.

Grow with Wiz

Accelerate your impact in cloud security

The Wiz Partner Alliance is designed to grow with you, helping you deepen your cloud security expertise, expand your portfolio, and capture more demand in a fast-moving market.

As a Wiz partner, you get the training, resources, and joint go-to-market support to deliver faster outcomes, stand out from the crowd, and build lasting, recurring growth, all through a program that flexes to match your capacity and ambition.

Flexible Selling Built to Amplify your Business

- Gain access to tier-based incentives tied to partner performance.
- Receive recognition and rewards for both sales and service excellence.
- Equip your teams with demos, ROI tools, and customer-ready content.
- Build expertise that helps you win more opportunities with Wiz.
- Gain access to the Wiz Partner Portal, campaign kits, and marketing best practices.

Your Path to Partnership Success with Wiz

At Wiz, we believe the strongest partnerships are built on momentum, the more we build together, the more you unlock.



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If you're a **value-added reseller**, you can start your Wiz journey in four simple steps:

1. Submit your **Partner Application**
2. Following approval, pass **Wiz's due diligence review**
3. Sign the **Wiz Partner Terms** and the **Reseller Partner Schedule to the Wiz Partner Terms**
4. Maintain **good standing** if currently participating in another Wiz Partner Alliance program type

Program Tiers in Detail

The Reseller Program features three partnership tiers: **Community, Focus, and Premier**, all designed to recognize growing levels of technical expertise, investment, and collaboration.

Each tier represents a deeper level of partnership, with defined enablement and benefits.

1 Community – Build Your Foundation

Your starting point in the Reseller Program. Partners in this tier are building their Wiz expertise, learning how to operationalize cloud security for customers, and accessing core enablement tools to deliver value fast, to your teams, your customers, and your prospects.

What this unlocks:

Faster ramp for your teams through hands-on enablement, smarter sales plays backed by Wiz training and tools, the ability to deliver secure, high-impact outcomes from the start, and access to deal registration discounts to help you win more business.

2 Focus – Expand your Impact

For partners actively selling Wiz products and enabling internal resources to support measurable customer success. Wiz works closely with Focus partners to build pipeline and drive performance, deepen technical and sales alignment, and expand market visibility through joint sales and go-to-market motions.

What this unlocks:

As a Focus partner, you unlock meaningful ways to stand out and grow. You'll gain increased deal registration discounts, access to a dedicated Partner Solutions Architect ("PSA"), and support from a Regional Partner Manager ("RPM") to help you accelerate pipeline and close with confidence.

You're also eligible for business planning sessions and co-marketing support, from self-serve campaigns to shared assets and Communications Toolkit, so you can drive demand and elevate your presence in the market. With a listing in the Wiz Partner Directory, strategic event access, and regular updates from the Wiz team, you'll stay closely aligned with our GTM motion and positioned for long-term success.

3 Premier – Lead the Way

Premier is our top tier, built for partners who consistently deliver impact and demonstrate deep cloud security expertise. These partners invest in enablement, innovation, and strategic alignment with Wiz, earning access to the highest level of benefits, visibility, and joint planning. Together, we go beyond resale to shape the future of secure cloud transformation.

What this unlocks:

Premier partners get it all, the strongest deal incentives, a dedicated go-to-market team, and hands-on support across sales, marketing, and technical enablement. You'll have an assigned Regional Partner Manager and Partner Solutions Architect, plus access to joint GTM planning, Quarterly Business Reviews, and a Partner Advisory Board seat.

Your brand gets elevated through expanded co-marketing, enhanced partner directory presence (with a dedicated microsite), strategic sponsorship opportunities, and executive visibility. You'll also unlock specialized training, marketing fund eligibility, and exemptions on services program fees, all designed to accelerate mutual growth and long-term success.

Benefits	Community	Focus	Premier
Deal Registration Discount	✓	✓ (Increased)	✓ (Highest)
Access to a Demonstration Environment	✓	✓	✓
Wiz Academy	✓	✓	✓
Partner Newsletter & Wiz Updates	✓	✓	✓
Self-Service Co-Marketing	✓	✓	✓
Wiz.io Partner Directory Listing	✓	✓	✓ (Enhanced+Microsite)
Regional Partner Manager ("RPM") Support		✓	✓ (Assigned)
Partner Solutions Architect ("PSA") Support		✓	✓ (Assigned)
Business Planning Session Eligibility		✓	✓

Benefits	Community	Focus	Premier
Co-Branded Marketing Assets		✓	✓ (Expanded)
Communications Toolkit & Announcements		✓	✓
Strategic Event Invites / Sponsorship Eligibility		✓	✓ (Priority Access)
Wiz Partner Marketing Resource			✓
GTM Strategy & Business Plan Creation			✓
Quarterly Business Reviews (“QBRs”)			✓
Specialized Training Opportunities			✓
Executive Sponsorship / Briefings			✓
Partner Advisory Board (“PAB”) Participation			✓
Unique Microsite Page on Partner Directory			✓
Communications Templates			✓
Marketing Development Fund Eligibility			✓
Services Program Fee Exemption			✓

With Wiz, partners elevate the expertise they already bring customers, delivering clarity, speed, and impact at scale. It’s a better way to secure the cloud, together. The outcome is simple: predictable delivery led by trusted partners, with measurable results that matter to customers.

All features, benefits, and requirements described in this communication are for informational purposes only and are subject to the terms of the applicable agreement and program guide. Eligibility for program benefits is not guaranteed and may vary by tier, region and compliance with program requirements.

To get started as a Wiz Alliance partner today, visit partners.wiz.io

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