



Wiz Partner Alliance: Services 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, you help them operationalize those insights.



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.

Build with Wiz

Accelerate your impact and growth in cloud security

The Wiz Partner Alliance is built to amplify your business, helping you deepen your cloud security expertise, expand your services portfolio, and capture more demand in a fast-growing market. As a Wiz partner, you gain the training, resources, and joint go-to-market support needed to deliver faster results, differentiate your services, and build lasting recurring growth.

Flexibility to Scale and Co-Create with Wiz

- Gain access to tier-based incentives tied to partner performance
- Receive recognition and rewards for both sales and service excellence
- Ramp your teams quickly through the Wiz Enablement Center, Academy, and access to demo tenants
- Deliver customer-ready services with GTM templates, playbooks, and technical support from Wiz experts
- Access co-branded marketing assets, Communications Toolkit, and strategic campaign support

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.



If you're a **system integrator, consulting firm, or value-added resellers** with an active services practice, 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 **Services Delivery Partner Agreement**
4. Submit the **Program Fee**
5. Maintain **good standing** if currently participating in another Wiz Partner Alliance program type (e.g., the Reseller Program)

Program Tiers in Detail

The Services Program features three partnership tiers: **Community, Focus, and Premier**, designed to recognize growing levels of technical expertise, investment, and collaboration. Each tier represents a deeper level of partnership, with defined enablement, benefits, and associated program fees.

1 Community – Build Your Foundation

Your starting point in the Wiz Services Partner Program. Community partners are building delivery expertise, learning how to operationalize cloud security, and using core enablement tools to deliver fast, impactful outcomes for customers.

What this unlocks:

Hands-on access to demo environments, enablement through the Wiz Academy and Enablement Center, go-to-market templates, and recognition on the Wiz website. With these tools, your team can ramp quickly, support early customer wins, and lay the groundwork for long-term services growth.

2 Focus – Expand Your Impact

For partners actively delivering services around Wiz and investing in enablement, customer success, and go-to-market collaboration. Wiz works closely with Focus partners to accelerate delivery, drive measurable outcomes, and expand market visibility.

What this unlocks:

Enhanced support across delivery and go-to-market motions, including access to a demo tenant, co-branded assets, Communications Toolkit, and strategic event invites. You'll be featured in the Wiz Services Catalog, eligible for business planning and QBRs, and aligned with a Partner Solutions Architect and Regional Partner Manager for deeper field collaboration.

3 Premier – Lead the Way

Our top tier for services partners who demonstrate technical excellence, services impact, and strong alignment with Wiz. Premier partners shape joint GTM strategy, influence product and services direction, and deliver high-value outcomes for shared customers.

What this unlocks:

The highest level of benefits, including dedicated Wiz marketing support, access to joint marketing funds, and eligibility to deliver cloud security assessments. You'll collaborate on joint GTM planning, participate in QBRs and the Partner Advisory Board, and gain premium visibility through an enhanced partner directory presence and microsite. This is full alignment across sales, delivery, and marketing, built for scale.

Benefits	Community	Focus	Premier
NFR Tenant	✓	✓	✓
Wiz Enablement Center (Wiz Docs, Wiz Academy, Wiz Community)	✓	✓	✓
Self-Service Co-Marketing	✓	✓	✓
<u>Wiz.io</u> Partner Directory Listing	✓	✓	✓
Featured in the Wiz Platform Consulting Services Catalog	✓	✓	✓
Access to a Demonstration Environment	✓	✓	✓
Co-Branded Marketing Assets		✓	✓
Communications Toolkit and Announcements		✓	✓
Strategic Event Invites and Sponsorship Eligibility		✓	✓
Wiz Partner Marketing Resource Eligibility			✓

Benefits	Community	Focus	Premier
Marketing Development Fund Eligibility			✓
Eligibility to Deliver Customer Cloud Security Assessments			✓
Invitation to the Wiz Partner Advisory Board			✓
Joint Go-to-Market and Business Planning			✓
Quarterly Business Reviews ("QBRs")			✓
<u>Wiz.io</u> Partner Directory Microsite			✓

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

[Learn More](#)