



Wiz Partner Alliance: Managed Service Provider Program Overview

Partner with the platform transforming cloud security

In today's AI era, defenders must operate at machine speed. Wiz connects code, cloud, and runtime into a single security graph. We give you the end-to-end context needed to automate risk reduction and threat response, so you can deliver world-class cloud and AI security at scale.



Today, 50% of Wiz customers have achieved Zero Criticals across their cloud environments, a milestone that serves as a benchmark of excellence in cloud and AI security.

For partners, that customer success translates into real opportunity. Partnering with Wiz means managing the industry's leading cloud and AI security platform for your customers, helping them uncover, investigate, and remediate risk with clarity and speed.

Partners invited to join the Wiz Partner Alliance Managed Service Provider Program get a trusted brand that opens doors and drives recurring revenue. Wiz is a platform 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 and AI security

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

Flexibility to Scale with Wiz

- Accelerate customer onboarding and streamline multi-tenant management using Wiz Tenant Manager
- Ramp your teams quickly through the Wiz Enablement Center, Academy, and access to a partner demo environment
- Deliver customer-ready managed services with GTM kits, playbooks, and technical support from Wiz experts
- Gain access to co-branded GTM assets, strategic campaign guidance, and a comprehensive Communications Toolkit
- Earn distinction and rewards for delivering superior managed services



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 value you unlock.

Managed service providers and systems integrators providing ongoing cloud security services, backed by a 24/7/365 Security Operations Center (SOC) and technical support capabilities, can contact the Wiz Partner Team at partner.operations@wiz.io to learn more about additional program eligibility requirements.

Partner Business Value

Beyond the tiered benefits available through the prerequisite Services Program, Managed Service Provider partners unlock additional non-tiered advantages aimed at driving long-term success and accelerating customer growth.

1 Reduce Operational Overhead

By serving as a centralized control plane, Wiz Tenant Manager removes the operational friction of handling client environments individually. It empowers partners to seamlessly apply global policies, track security posture, and access all client tenants from a single interface—transforming complex, disconnected operations into a streamlined, repeatable service.

2 One Platform, Full Portfolio Visibility

Rather than assembling fragmented views across separate tenants, partners gain unified visibility into overall risk, environment health, and licensing across their entire client portfolio—simplifying the identification of trends and mitigation of security issues.

3 Accelerate Time-to-revenue

Automated client tenant provisioning eliminates deployment friction between contract execution and service monetization. Managed Service Provider partners can onboard clients seamlessly, bypassing manual configuration delays and order processing bottlenecks.

4 Scale Revenue without Scaling Headcount

Facing a global deficit of over four million cybersecurity professionals, Managed Service Providers need to efficiently expand coverage by focusing on rapid security delivery rather than juggling disconnected environments. Unified visibility across your customer base allows existing teams to capture new, high-margin recurring revenue.

5 Maximize Margin with Flexible Economics

Align with your GTM commercial model by selecting flexible Pay-As-You-Go (PAYG) monthly consumption or structured Fixed-Term annual commitments—enabling partners to safeguard margins, tailor client agreements, and showcase clear return on investment.

6 Deliver Timely Support

Wiz provides a premium Managed Service Provider support program equipping you to conduct initial triage and resolve routine inquiries while granting priority access to Wiz technical specialists to address complex customer support needs.

7 Drive Growth through Expert Guidance

By aligning directly with Wiz experts across sales, technical, and marketing disciplines, you can increase deal velocity, deliver measurable client outcomes, and strengthen your market presence. To foster long-term, mutual success, Wiz equips partners with co-branded collateral, campaign support, joint customer studies, turnkey communication toolkits, official Wiz Partner Alliance badging, and a featured listing in the Wiz Partner Directory.

With Wiz, Managed Service Providers can elevate the experience 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 region and compliance with program requirements.

To get started as a Wiz Partner Alliance Managed Service Provider Partner, contact partner.operations@wiz.io.

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