

PerimeterX Partner Program

Digital Business Creates Opportunity

Digital is the way to do business today. That means a company's website and web applications are its virtual front door. They represent the brand, drive revenue and play key roles in its overall success. But, they also open business up to serious digital threats.

Leading enterprises and born-on-the-web businesses rely on PerimeterX to detect these risks and proactively manage them, so they can focus on growth and innovation. PerimeterX solutions identify and stop automated attacks before they affect your customers' websites, web applications or APIs. They are purpose built to



Stop Automated Attacks



Continuously Protect Against Digital Skimming



Keep Visitors on Path to Purchase

Unlike other solutions, PerimeterX takes a platform approach to protect your customers against new threats not previously seen - a key differentiator from solutions that rely on dated, historical attack signatures and static profiles.

Program Overview

The PerimeterX Partner Program is a multi-tier program that empowers companies of all types to expand their business and fully satisfy their customers' web app protection needs with award-winning, differentiated solutions that address a variety of automated attacks and client side threats. Available to solutions providers such as resellers, service providers and systems integrators, as well as marketplace and technology companies, the program offers both an Elite and Authorized level. As a partner you earn more benefits as you increase your competency with PerimeterX solutions and progress through revenue thresholds, training and technical competency requirements.

Program Structure

Elite Partners

The Elite level is for partners who want a strategic relationship with PerimeterX and commit to the highest level of engagement. The program provides an increasing set of benefits and increased margin opportunities at the Elite level. Partners are required to have a minimum number of trained sales and pre-sales personnel on the PerimeterX



With the accelerated pace of digital transformation, finding innovative ways to thrive safely in a digital world is more important than ever.

By teaming up with PerimeterX, we are able to extend our reach and offer our customers a cloud-native platform that helps them protect their web apps and their business.



Jeff Klenner, President of EVOTEK

platform and offers additional benefits for partners who engage with the entire portfolio. Elite partners are required to build plans focused on revenue growth for both new opportunities and existing customer renewals. Elite Partners can both resell PerimeterX solutions and refer prospects to the Company, and receive additional resources, tools and benefits as a result.

Authorized Partners

The Authorized level is for partners who want to get started with PerimeterX with a minimal level of investment. This level offers lower margin opportunities than the Elite level and requires basic enablement for sales and pre-sales personnel.

Key Partner Benefits

Sales Support and Incentives

PerimeterX provides partners with sales enablement and support, business planning, marketing and competitive collateral, lead distribution, and account planning. Perimeterx will proactively work with partners on opportunities as needed to address customers' business outcome needs.

Go-to-Market Alignment

PerimeterX supports both Elite and Authorized Partners with sales and marketing materials, sales tools and campaign support that align to your go-to-market motion.

Technical and Sales Training and Certifications

PerimeterX provides comprehensive training for Sales and Pre-Sales personnel. The curriculum is designed to create knowledge and confidence in the PerimeterX solutions you take to your clients, knowing that they address their web application protection needs.

Opportunity Registration

PerimeterX provides an Opportunity Registration process that is designed to provide enhanced profitability opportunities for eligible Partner Program members. Opportunity Registration provides PerimeterX partners the potential to protect and enhance their discounts on eligible new, renewal, and upgrade opportunities.

Partner Program Requirements Matrix

Requirements	Authorized	Elite
Revenue Threshold	\$	\$\$
Training Requirements	●	● ●
Quarterly Business Plan and Review	○	●
PerimeterX Practice Leader	○	●
Sales Forecasting	○	●
Lead Follow Up and Reporting	○	●



It's estimated that bot-driven account takeover (ATO) attacks result in \$5B in losses annually.

As a PerimeterX Solution Provider Partner, adding the PerimeterX platform to our portfolio helps us reduce our customers' risk of attack and protect their revenue.



Chuck Crawford, Co-Founder and Chief Customer Officer of Fishtech Group

Partner Program Benefit Matrix

Benefits	Authorized	Elite
Resell Margins	●	● ●
Opportunity Registration Pricing	●	● ●
Renewals Program	●	● ●
Platform Uplift	●	● ●
Resell or Referral Influence Registrations	●	●
Teaming Agreement Pricing	●	●
Special Bid Pricing	●	●
Incumbency Protection	●	●
Participation in Incentive Programs	●	●
Case Study Collaboration	●	●
Participation in Promotional Rebates	○	●
Business Development Planning	○	●
Partner Logo on PerimeterX Website	○	●

Join the Partner Program Today!

Join the PerimeterX Partner Program today and discover how we can help you further expand your business, profitability and success. Visit www.perimeterx.com/about/partners to learn more and sign up today.

About PerimeterX

PerimeterX is the leading provider of application security solutions that keep your business safe in the digital world. Delivered as a service, the company's Bot Defender, Code Defender, and Page Defender solutions detect risks to your web applications and proactively manage them, freeing you to focus on growth and innovation. The world's largest and most reputable websites and mobile applications count on PerimeterX to safeguard their consumers' digital experience. PerimeterX is headquartered in San Mateo, California and at www.perimeterx.com.