

Syteca

**Partner with us**



# About Syteca

Syteca is a modern Privileged Access Management platform headquartered in Waltham, MA, USA.

Since 2013, Syteca has been redefining how organizations secure privileged access by unifying granular PAM, full session visibility, and built-in Identity Threat Detection and Response (ITDR) in one lightweight solution.

Syteca gives security teams the clarity, evidence, and control needed to understand what happens after access is granted, addressing identity-driven risks that traditional PAM cannot see. With forensic-level session visibility, modern privilege controls, and automated internal threat safeguards, Syteca represents the natural evolution of PAM: stronger, clearer, and ready for modern access-driven attacks.

Trusted by more than 1,500 customers worldwide and recognized by Gartner and KuppingerCole, Syteca helps organizations deploy access security that is fast, scalable, and efficient — without operational overhead.

Learn more at [syteca.com](https://syteca.com).



# Why Partner with Syteca?

Our partner program is designed to build a collaborative ecosystem where our partners play a crucial role in driving our mutual success. Let's join forces and become a trusted ally in delivering an effective insider risk management solution to companies worldwide.

**300+**

partners worldwide

**2000+**

customers of all sizes  
and industries

**30%**

reduction in the  
number of security  
incidents

**50%**

reduction in  
incident remediation  
and recovery costs



## Partner-centric approach

Having a partner-driven strategy, we ensure that our partners are involved in every step of the process, from initial sales opportunities to nurturing existing customer relationships.



## Collaboration with companies of all sizes

Even if your company is only starting to conquer the cybersecurity market, we are happy to be a part of your journey.



## Full support along the way

We provide swift personal support for all our partners. Sales, tech, and marketing assistants as well as partner success managers are ready to deliver the help you need.

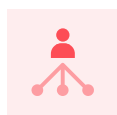
# Partner Program and Partnership Types

To begin working with us, complete the application form (link to become a partner page). Depending on the type of partnership you're interested in, we will contact you within **2 business days** to discuss the agreement and enable your access to the partner portal.

As an Syteca reseller, distributor or MSP partner, you will get the following benefits:

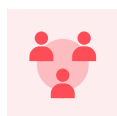
 <b>Leads</b> <p>We share leads with regional partners to help them reach a wider audience and optimize sales and marketing efforts.</p>	 <b>Expert personal manager</b> <p>Your personal manager will reply promptly and help with all your issues.</p>	 <b>Partner portal</b> <p>Receive all necessary sales tools in a user-friendly portal.</p>
 <b>Zero conflict guarantee</b> <p>If the lead is yours, the deal is yours. Once a deal is registered in the Partner Portal, all further communications and generated licenses for the deal will be assigned to your company.</p>	 <b>Exceptional tech support</b> <p>Get expert assistance anytime you need it. Our technical team is always there to provide you with timely and quality support.</p>	 <b>Full marketing support</b> <p>Get expert content in diverse formats, including thought leadership pieces, white papers, ebooks, infographics, blog articles, and templates.</p>
 <b>Extensive sales assistance</b> <p>Get various materials to help your sales representatives establish productive engagement with potential customers: webinars, presentations, phone scripts, and joint customer calls if you need sales support.</p>	 <b>Training and education</b> <p>As our partner, you'll regularly receive online or on-site sales and technical training so you can become an expert in the field and be on the same page with potential clients.</p>	 <b>Co-marketing activities</b> <p>We support regional marketing activities such as events and trade shows, digital marketing, email campaigns, and webinars. We also share market development funds (MDF) with proactive partners.</p>

# Partnership Types



## Channel partners

Resellers and Distributors



## Managed service providers

MSPs and MSSPs



## Technology partners

Strategic partnership



# Channel Partners Program

Our partner program offers a range of benefits designed to empower and support our partners in achieving their business goals.

## ★★★ Silver

- ✓ Access to Partner Portal
- ✓ Co-marketing materials
- ✓ Sales Tools & Support
- ✓ Marketing Funds (MDF)
- ✓ NFR Software (Demo, Testing use only)
- ✓ Deal Registration and Margin Protection
- ✓ Priority Pre-Sales & Technical support
- ✓ Online Sales & Technical Training
- ✓ Leads sharing

## ★★★★ Gold

- ✓ Access to Partner Portal
- ✓ Co-marketing materials
- ✓ Sales Tools & Support
- ✓ Marketing Funds (MDF)
- ✓ NFR Software (Demo, Testing use only)
- ✓ Deal Registration and Margin Protection
- ✓ Priority Pre-Sales & Technical support
- ✓ Online Sales & Technical Training
- ✓ Leads sharing

## ★★★★★ Platinum

- ✓ Access to Partner Portal
- ✓ Co-marketing materials
- ✓ Sales Tools & Support
- ✓ Marketing Funds (MDF)
- ✓ NFR Software (Demo, Testing use only)
- ✓ Deal Registration and Margin Protection
- ✓ Priority Pre-Sales & Technical support
- ✓ Online Sales & Technical Training
- ✓ Leads sharing

# Syteca Managed Service Provider Program

With Syteca, you can streamline your day-to-day operations and deliver robust security services to your clients.

## ★★★ Silver

- ✓ Access to Partner Portal
- ✓ Co-marketing materials
- ✓ Sales Tools & Support
- ✓ Marketing Funds (MDF)
- ✓ NFR Software (Demo, Testing use only)
- ✓ Deal Registration and Margin Protection
- ✓ Priority Pre-Sales & Technical support
- ✓ Online Sales & Technical Training
- ✓ Leads sharing

## ★★★★ Gold

- ✓ Access to Partner Portal
- ✓ Co-marketing materials
- ✓ Sales Tools & Support
- ✓ Marketing Funds (MDF)
- ✓ NFR Software (Demo, Testing use only)
- ✓ Deal Registration and Margin Protection
- ✓ Priority Pre-Sales & Technical support
- ✓ Online Sales & Technical Training
- ✓ Leads sharing

## ★★★★★ Platinum

- ✓ Access to Partner Portal
- ✓ Co-marketing materials
- ✓ Sales Tools & Support
- ✓ Marketing Funds (MDF)
- ✓ NFR Software (Demo, Testing use only)
- ✓ Deal Registration and Margin Protection
- ✓ Priority Pre-Sales & Technical support
- ✓ Online Sales & Technical Training
- ✓ Leads sharing

# Technology Partners

Integrating Syteca platform functionality with your software will add value to your products and help you meet your customers' business goals.

Enhance your IT security offerings by partnering with us.



## Fair revenue share

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Get an equitable share of revenue with every successful deal.



## Individual assistance

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Get a personal strategic partner manager that will reply promptly and help with all your issues.



## Tech support 24/7

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Receive necessary resources and quality support around the clock from our technical team.



## Growth of product value

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Boost your business value. Thanks to integration with our insider threat protection software, you can add additional value to your products.



## Access to our expertise

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Enhance your knowledge. We provide technical and sales training for your team to ensure the successful integration of our platform with your products and services.



## Mutual marketing

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Take advantage of a joint marketing strategy. We supply our partners with all marketing resources and are happy to develop mutual campaigns with our marketing resources.



## Innovation and advancement

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Stay at the forefront. Our R&D team is constantly improving our platform to accommodate individual business needs.

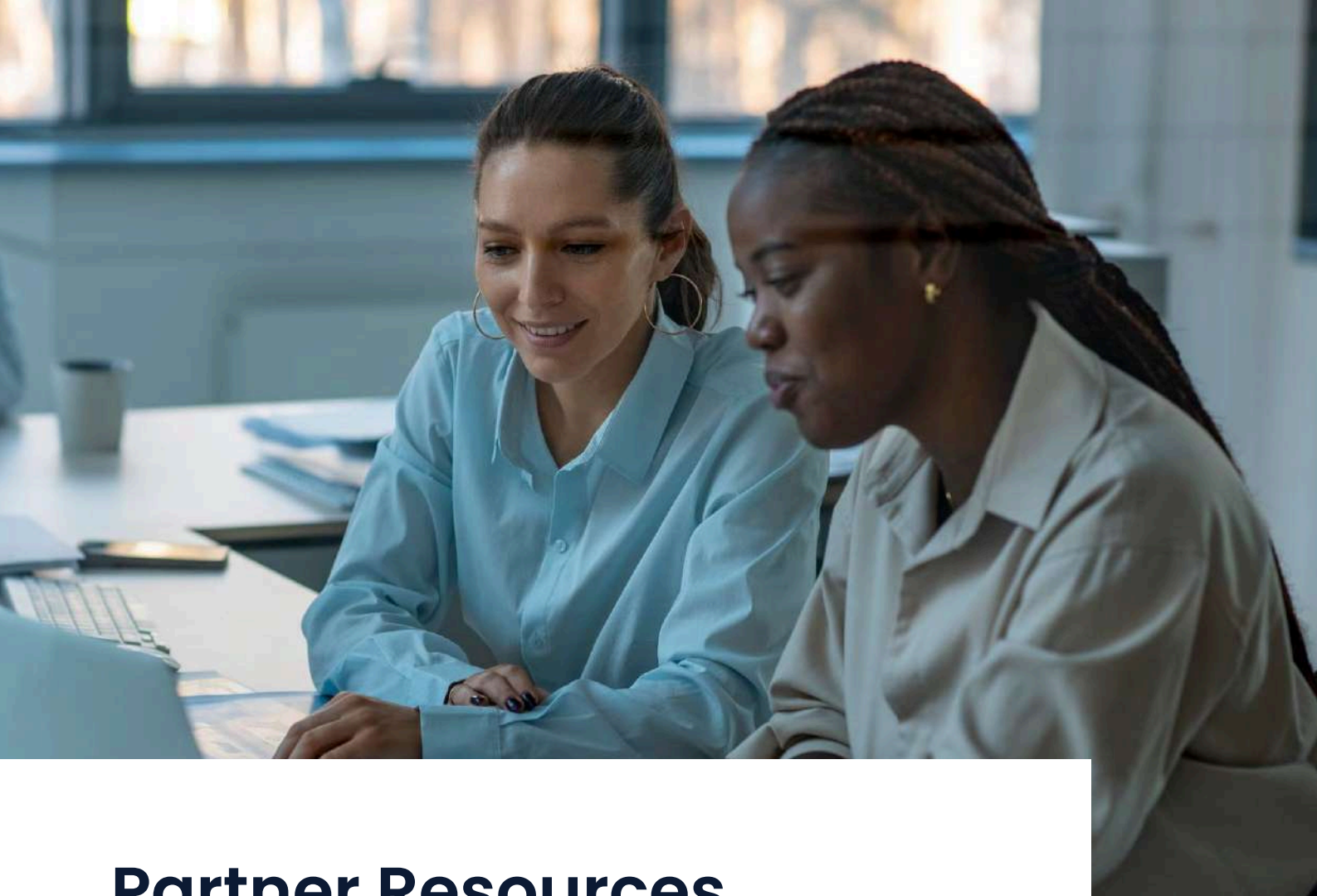


## Risk-free investment

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Achieve a quick and predictable return on your integration investment.





# Partner Resources

## Website

[www.syteca.com](http://www.syteca.com)

## Partner Marketing Team

[marketing@syteca.com](mailto:marketing@syteca.com)

## Partner Portal

[www.license.syteca.com](http://www.license.syteca.com)

## Product Support

[support@syteca.com](mailto:support@syteca.com)

## Channel Team

[sales@syteca.com](mailto:sales@syteca.com)

## Product Documentation

[www.docs.syteca.com](http://www.docs.syteca.com)