tenable ASSURE

TENABLE ASSURE PARTNER PROGRAM

100% CHANNEL COMMITMENT

At Tenable, we're committed to collaborating with leading security technology resellers, distributors and ecosystem partners worldwide.

Tenable is a channel-first organization. We have built our business around the two-tier distribution model, where Tenable resellers purchase products through their Tenable authorized distribution partner.

The Tenable® Assure Partner Program rewards the investments our valued reseller and distributor partners make in Tenable, while helping our partners build their pipeline and a predictable annuity stream of renewals.

ASSURE YOUR SUCCESS WITH TENABLE

The Tenable Assure™ Partner Program offers multiple ways to build your profitability. Partners can build a Tenable practice, cross-sell Tenable integrations with other security vendors, upsell to our 1.6M+ users, and leverage Tenable to build your service business.

tenable ASSURE PLATINUM PARTNER

tenable ASSURE GOLD PARTNER

tenable ASSURE SILVER PARTNER

tenable ASSURE BRONZE PARTNER

Attain a higher tier status by achieving an all-included sales Annual Contract Value, or by achieving a smaller target focused on Channel In revenue.

Channel In means that the partner identifies the opportunity. This only includes new business, not renewals.

For More Information:
Reach out to your Tenable authorized distributor, Tenable channel manager or email us at partners@tenable.com

TENABLE ASSURE PROGRAM BENEFITS

- FREE SALES & TECHNICAL TRAINING
- DEAL REGISTRATION DISCOUNTS
- SALES TOOLS AND RESOURCES
- PURCHASE DISCOUNTS
- TURNKEY MARKETING CAMPAIGNS
- FREE DEMO SOFTWARE
- PRE-SALES TECHNICAL SUPPORT
- COLLABORATION WITH FIELD SALES

TENABLE PARTNER PORTAL

Access the Tenable Partner Portal for a one-stop view of sales and technical enablement, demand generation marketing, pipeline management, and analytics.

partners.tenable.com

ASSURE PROGRAM REQUIREMENTS

REVENUE REQUIREMENTS

REGIONAL ZONE*	BRONZE	SILVER		GOLD		PLATINUM	
(in US Dollars)	N/A	Channel In Revenue	Total Revenue	Channel In Revenue	Total Revenue	Channel In Revenue	Total Revenue
USA / Federal	$0	$60k	$200k	$150k	$500k	$600k	$2,000k
Canada	$0	$50k	$150k	$150k	$300k	$300k	$1,000k
LATAM Zone 1	$0	$50k	$150k	$150k	$300k	$300k	$600k
LATAM Zone 2	$0	$35k	$75k	$75k	$150k	$150k	$400k
EMEA Zone 1	$0	$60k	$200k	$250k	$600k	$600k	$2,000k
EMEA Zone 2	$0	$40k	$100k	$100k	$250k	$300k	$1,000k
EMEA Zone 3	$0	$30k	$75k	$75k	$200k	$200k	$500k
APAC Zone 1	$0	$50k	$100k	$100k	$250k	$300k	$1,000k
APAC Zone 2	$0	$35k	$75k	$60k	$150k	$150k	$500k

**Click here* for the list of countries in each Regional Zone.*
Channel In: Partner identifies the opportunity. New business only. Does not include renewals.

CERTIFICATION REQUIREMENTS

REGIONAL ZONE	BRONZE		SILVER		GOLD		PLATINUM	
Click here for the list of countries in each Regional Zone.	Sales (MSSP Only)	MSSP (MSSP Only)	Sales	Technical / MSSP	Sales	Technical / MSSP	Sales	Technical / MSSP
USA / Federal / CA	1*	1*	2	2	3	3	6	5
LATAM	1*	1*	2	2	3	3	4	4
EMEA Zone 1	1*	1*	2	2	3	2	6	4
EMEA Zone 2 & 3	1*	1*	2	2	3	2	4	4
APAC Zone 1	1*	1*	2	2	2	2	2	4
APAC Zone 2	1*	1*	2	2	2	2	2	4

***Tenable Reseller Partners** must complete Sales and Technical certifications to achieve and maintain their Tier in the Tenable Assure program. **Tenable MSSP Partners** must complete Sales and MSSP certifications to achieve and maintain their Tier in the Tenable Assure MSSP Program. *Bronze level certifications are required for MSSP partners to remain in the program. Bronze MSSP partners will forfeit access to Tenable technical resources until the minimum certifications are met.*

Access **Tenable University** through the **Tenable Partner Portal** to take training & achieve certifications.

Learn More

PROMOTION SCHEDULE

Q1			Q2			Q3			Q4		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	March 30th -Q1 soft compliance period			June 30th – Q2 soft compliance period			September 30th– Q3 soft compliance period			January 1st – Hard compliance period	

Promotions occur at the beginning of each quarter. Demotions occur once per year in January. Strict adherence based on revenue and certifications

tenable

GROW YOUR PARTNERSHIP