Checkmarx

The world runs on code. We secure it. With your partnership.

Managed Security Service Provider (MSSP) Program

Build an integrated AppSec portfolio tailored to your customer's needs

Update: November 2022

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Be a Trusted Advisor

Application Security as a Service

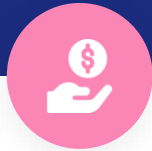Checkmarx
MSSP PARTNER

Introduction

This global program overview outlines the resources available to help you grow your MSSP business by integrating the Checkmarx One Platform into your service offerings.

The Checkmarx MSSP Program allows you to scan your customer's code using an industry-leading product, built on best practices from a Gartner AppSec leader.

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Why Become a Checkmarx MSSP Partner?

The Checkmarx MSSP program provides software pricing and a licensing model that align with a wider set of Managed Security Service Provider requirements and customers' needs:

PAY AS YOU GROW

The Checkmarx SaaS pricing model offers a scalable pricing framework to MSSPs with volume-based discounts for higher margins.

DEPLOYMENT FLEXIBILITY

Deploy wherever needed with Checkmarx deployment options. Starting with Checkmarx AWS Cloud.

Coming soon:

▶ A choice from Checkmarx approved hyperscale clouds

▶ Private cloud options

▶ Your customers' premises

PARTNER ACCESS

Partnering with Checkmarx allows MSSPs partners to gain access to supplemented training, technical support, and marketing materials.

This empowers partners to curate tailor-made offerings to customers - by bundling Checkmarx products with their services to create higher-value service offerings.

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Checkmarx MSSP Framework

To help our MSSP partners deliver profitable and responsive propositions, we have developed the MSSP engagement framework - a programmatic approach to running your successful MSSP business.

MSSP Engagement Framework

ENGAGE | DEPLOY | OPERATE | SUPPORT

Engage – Build a differentiated offering with Checkmarx and promote your value-add to your customer network in a flexible and predictable fashion, with help from the Checkmarx sales and marketing teams.

Operate (Scan & Secure) – Scan your customer's codebase with confidence using the Checkmarx One AST platform. Run a range of security scans and generate reports, allowing you to prioritize how and where you allocate your resources.

Deploy – Let us host your deployment on Checkmarx AWS cloud or host on your cloud instance, easily integrating the Checkmarx One platform with a choice of application security management dashboards or portals.

Support - Provide the initial line of support to your customers, while engaging with our team of expert sales engineers for additional support where required.

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Leveraging the Industry's Most Comprehensive Application Security Platform

Reduce risk and stay efficient

The Checkmarx One Platform delivers essential application security testing services from a unified, cloud-based platform. In one scan it analyzes source code, open source and supply chain dependencies, and IaC templates. It then aggregates and verifies the results and augments them with expert remediation advice.

What your organization doesn't need is multiple point solutions, uncorrelated and inaccurate results, or a complex testing infrastructure. With Checkmarx One, we help reduce transacting time, friction and unnecessary overhead.
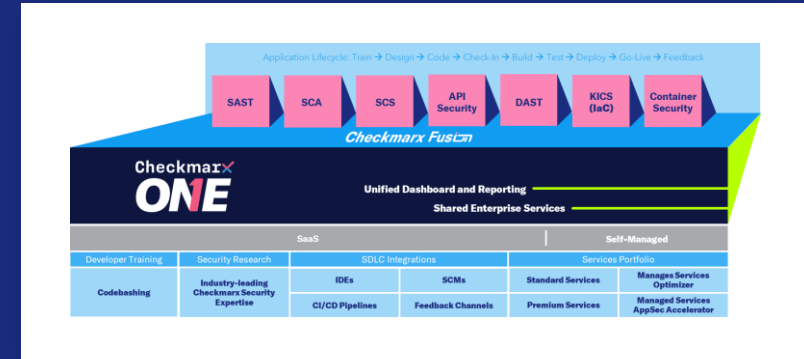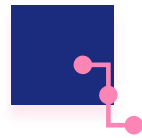
How would the Checkmarx One platform benefit you?

Prioritization
Reduce waste by focusing on solving the most critical issues that matter - prioritizing vulnerabilities according to real risks and their potential impact.

Correlation
Benefit from a single pane of glass – you no longer have to engage with multiple products to process and correlate results. With the Checkmarx One Platform, you get one report and one dashboard, all in one click.

Visibility
Reduce noise with threat modeling, by mapping threats in an intuitive visual graph that contains all software elements, consumed cloud resources, and the relationships between them.

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Prerequisites

Only available to partners whose primary business function is to provide managed security services to multiple independent customer companies (i.e., other legal entities under different ownership).

Be able to demonstrate your AppSec competencies and provide level 1 and 2 solution support to your end customers.

Demonstrate AppSec Competencies – ability to provide Level 1 and 2 support to customers.

Simply register your interest on the Checkmarx website, and we will notify you if you are selected for the program.

Existing Checkmarx Resellers who offer managed security services may be eligible to join the Checkmarx MSSP program.

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Our Partnership Tiers

Checkmarx partner programs are categorized into one of four tiers:

Created for partners who are new to the Checkmarx MSSP program. Gain access to introductory program entry level benefits and a suite of partner collateral.

Authorized partners will enjoy a wider range of partner benefits, including our partner discount framework, as well as full access to our library of AppSec resources.

The Advanced tier suits partners who are aspiring to grow their AST business to the next level.

You will also have available to you a wider range of benefits, including marketing support and deeper discounts.

Partners who consistently sell Checkmarx solutions, enjoying the top benefits of our Global Partner Program.

These include personalized support from our channel sales and marketing teams as well as the highest level of discounts.

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Program Tier Requirements

	Registered Tier	Authorized Tier	Advanced Tier	Expert Tier
Checkmarx Certifications	**Registered**	**Authorized**	**Advanced**	**Expert**
Sales Accredited	-	2	2	4
Pre-Sales/Engineering Accredited*	-	-	2	2
Professional Services*	-	-	-	1
Annual Consumption Commitment**	Registered	Authorized	Advanced	Expert
	Not required	20 Units	100 Units	250 Units

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* One individual can complete more than one Certification ** Annual consumption commitment varies between regions based on business expectations and market size.

Program Tier Benefits

	Registered	Authorized	Advanced	Expert
Training and Enablement				
Access to Checkmarx Partner Portal	-	✓	✓	✓
Access to Checkmarx Support Portal	✓	✓	✓	✓
Assigned Channel Account Mgr.	-	✓	✓	✓
Assigned Channel Mktg. Mgr.	-	-	✓	✓
Partner Advisory Board	-	-	-	✓
Business Partner Program Logos	-	✓	✓	✓
Regular Sales, Technical, and Mktg. Updates	✓	✓	✓	✓
Included in the Global Partners' Database	-	-	✓	✓
NFR License (facilitated by a Checkmarx SE)	✓	✓	✓	✓
Custom Annual Sales	-	-	✓	✓
Annual Review	-	✓	✓	✓
POC License	-	-	-	✓
Deal Protection, Margin and Rebates				
Tiered Discount	-	✓	✓	✓
Rebate Program – Based on Partner Spend	-	-	✓	✓

	Registered	Authorized	Advanced	Expert
Training and Enablement				
Knowledge Transfer and Sales Training	✓	✓	✓	✓
Free Access to Checkmarx Partner Academy	✓	✓	✓	✓
Marketing Support / Touch				
MDF	-	-	✓	✓
Channel Mktg. Manager Support	-	-	-	✓
Tailored Mktg. Campaigns	-	-	-	✓
Mention on Checkmarx Partner Listing	-	✓	✓	✓
Lead Sharing	-	-	✓	✓
Access to Checkmarx Partner Mktg. Repository	N/A	-	1 user	Up to 5 users
Buying Vehicles				
Microsite/Checkmarx Pg. on Partner's Website	Not Required	Cx as part of the portfolio	Cx as part of the portfolio	Microsite to capture Cx leads
Social Media Echo	Yes	Yes	Bimonthly	Monthly
Source Customers for Case Studies	-	TBD	1 annual	1 per quarter

† Based on approved marketing plan.   * Not guaranteed; may be provided for select partners.   ** Not guaranteed

Let's Get Started!

Ready to join the program? Visit us online to get the ball rolling.

I'M READY!

Check out our partner page to get a high-level review or reach out with questions.

TELL ME A LITTLE MORE

Join our partner community on LinkedIn and learn from the success of other partners.

FOLLOW US

About Checkmarx

Checkmarx is constantly pushing the boundaries of Application Security Testing to make security seamless and simple for the world's developers and security teams. As the AppSec testing leader, we deliver the unparalleled accuracy, coverage, visibility, and guidance our customers need to build tomorrow's software securely and at speed.

LEARN ABOUT OUR COMPANY

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