Vanguard Partner Program Guide

Welcome to the Horizon3.ai Vanguard Partner Program!

The Vanguard Partner Program offers a unique opportunity to integrate cutting-edge, disruptive technology into your portfolio or service offerings. As a channel-first organization, Horizon3.ai is committed to empowering partners with the tools, resources, and support needed to succeed in today's cybersecurity landscape.

At the heart of our offerings is NodeZero™, our flagship platform. NodeZero delivers continuous autonomous penetration testing and security validation, enabling organizations to consistently improve and verify their security posture. The platform is SaaS-based, intuitive, on-demand, safe for production environments, and scalable to meet the needs of even the largest networks. Testing can be initiated within minutes, with actionable results delivered in hours—not weeks. This rapid approach reduces costs and time for organizations while driving higher margins for service providers.

By partnering with Horizon3.ai, you gain access to industry-leading solutions that enhance your offerings and drive mutual success. For more information or to discuss partnership opportunities, please contact the Horizon3.ai Channel Team at partnerteam@horizon3.ai.

Why Partner with Horizon3.ai?

Drive Product Innovation: Collaborate with Horizon3.ai on product development and improvement.

Enhance Customer Loyalty: Deepen your customer relationships by offering NodeZero with complementary products or services.

Generate High-Quality Leads: Implement lead- generation strategies that help you actively identify potential leads.

Revolutionary Technology: Leverage Horizon3.ai's cutting-edge autonomous penetration testing platform, NodeZero, to help your customers identify, prioritize, and remediate critical vulnerabilities efficiently.

Shared Business Growth: Expand your offerings with a high-demand cybersecurity solution, empowering your customers to stay ahead of evolving threats while driving mutual revenue opportunities.

Comprehensive Partner Support: Access dedicated resources, including marketing materials, sales enablement tools, and technical training, to ensure your success at every stage of the partnership.

Trusted by Industry Leaders: Collaborate with a proven, innovative brand trusted by organizations worldwide for its ability to transform security postures.

Partnership Types

Reseller

As an H3 Reseller, you'll get access to certification and training, product portal, and dedicated support all aimed at enabling you to profitably sell our security portfolio.

Benefit from deal protection and increased margin through our Deal Registration program, along with joint marketing opportunities to help expand your customer base

Managed Security Services Provider (MSSP)

As an MSSP partner, your company will gain the efficiency of ongoing, real-time security validation and risk management offerings by utilizing NodeZero. The reports delivered in the NodeZero product portal allow you to demonstrate the need for remediation services and sell those services to your clients, and our one-click verify feature allows you to prove your remediation services fixed the problems NodeZero found.

Distributor

Distribution partners receive a percentage of sales generated by their affiliate resellers and have the opportunity to sell MSSP Licenses to their affiliates.

New Partners

Interested in becoming a partner?
Submit an online application.

Apply Here:

https://www.horizon3.ai/partners

Program Tiers

The Horizon3.ai Partner Program offers the following program levels:

Vanguard Silver Partner: Entry level partnership

Vanguard Gold Partner: For partners which demonstrate a high-level of expertise and commitment to NodeZero technologies as a core part of their business.

Vanguard Platinum Partner: Exclusively for partners who demonstrate the highest level of expertise and commitment with NodeZero, as a core part of their business. These partners also have a well-established Horizon3.ai practice, and work closely with us on sales, implementation, and consulting engagements.

Interested in a demo, partnership or have any questions?
Contact us at partnerteam@horizon3.ai

HORIZON3.ai
TRUST BUT VERIFY

⭐ PROGRAM BENEFITS

PROGRAM BENEFITS	Silver	Gold	Platinum	MSSPs
Profitability and Incentives				
Product Discounts (off MSRP)	✓	✓	✓	-
Deal Registration - Horizon3.ai Initiated	✓	✓	✓	-
Deal Registration - Partner Initiated	✓	✓	✓	-
Renewal Incumbency*	✓	✓	✓	-
Sales Qualified Lead Distribution	-	✓	✓	✓
Eligibility to Participate in Horizon3.ai Rewards Program	-	✓	✓	-
Training and Accredidation				
Dedicated Training Workshops	-	✓	✓	✓
Online Training Track	✓	✓	✓	✓
Marketing and Sales Support				
24/7 Access to Partner Portal	✓	✓	✓	✓
Opt-in to Communications and Newsletters	✓	✓	✓	✓
Horizon3.ai Partner logo	✓	✓	✓	✓
Co-branded Content	✓	✓	✓	✓
Customer Demo and POV Capability	NFR	NFR	NFR	NFR Sub Tenents
Partner Advisory Council - Coming Soon	-	✓	✓	✓

☑ PROGRAM REQUIREMENTS

PROGRAM REQUIREMENTS	Silver	Gold	Platinum	MSSPs
Signed Agreement	✓	✓	✓	✓ + MSSP Agreement
Annual Revenue Requirement	None	✓	✓	✓
Annual Partner Initiated Transactions and Upsell	> 0	10	15	N/A
Customer Success Capability	-	-	-	✓
Customer Support Capability	-	-	-	L1 / L2

*Aligns with Horizon3.ai's standard renewal polcy

✅ PROGRAM REQUIREMENTS	Silver	Gold	Platinum	MSSPs
Promotion of Horizon3.ai on Website	✓	✓	✓	* Powered by Horizon3.ai
Annual Business/Marketing Plan	-	✓	✓	✓
Demo / POV Capability Assessment	-	✓	✓	✓
Solution Architect Accreditation	1	2	3	2
Account Executive Accreditation	2	4	6	2
Administrator Accreditation (Capability Assessment Required)	-	-	2	2