

# Join us in building the future of GRC

Optro's AI-powered GRC intelligence platform is uniquely able to help companies and government agencies manage all types of risks — including audit, compliance, IT, and cybersecurity. As an Optro partner, you and your customers gain access to the platform that is defining the future of GRC.



# Gain the Optro advantage

A recognized innovation and customer success leader, Optro is the only practitioner-designed GRC platform purpose-built for forward-thinking organizations in the age of AI.



## Unmatched user experience

- ✓ Best-practice workflows
- ✓ Expert resources and services
- ✓ Intuitive, no-code design



## Single pane of risk

- ✓ Extensive integration ecosystem
- ✓ Unified data architecture
- ✓ Informed M&A strategy



## AI built by practitioners

- ✓ Trained on GRC use cases
- ✓ Contextual decision support
- ✓ Role-based agents

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# 50%

of the Fortune 500  
use Optro

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# 7

of the Fortune 10  
are Optro customers

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# "Leader"

Forrester Wave GRC Report

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# 6x

Deloitte Fast 500



# Designed for mutual success

At the core of the Optro Partner Connect program is a cross-company commitment to sustained, attractive mutual growth. Choose from 3 partner revenue paths, each with unique benefits.

## TRACKS



### Advisory Partners

offer advisory and implementation services, embedding the Optro platform into enterprise-wide risk transformations.



### Solutions Providers

combine reselling the Optro platform with their own specialized industry expertise and services capabilities.



### Technology Partners

integrate with the Optro platform, providing customers with broader solutions across their technology stack.



# Partner benefits

Optro offers partners a comprehensive suite of benefits designed to drive partner profitability and market presence. Partners gain access to a range of financial incentives, specialized training, deep technical support and, marketing resources.

## PARTNER TIERS

|                                              |                                               |                                               |                                               |
|----------------------------------------------|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|
| <div>Registered</div> <div>Entry level</div> | <div>Premier</div> <div>Expanded access</div> | <div>Elite</div> <div>Advanced benefits</div> | <div>Global Elite</div> <div>Full suite</div> |
|----------------------------------------------|-----------------------------------------------|-----------------------------------------------|-----------------------------------------------|

## BENEFITS\*

\*may differ based on tier and track participation

|                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div></div> <div><b>Financial incentives</b></div> <div><ul style="list-style-type: none"><li>● Referral fees</li><li>● Resale discounts</li></ul></div>                                                                           | <div></div> <div><b>Training &amp; certifications</b></div> <div><ul style="list-style-type: none"><li>● Comprehensive “PartnerU” curriculum</li><li>● Specialized certification paths</li></ul></div> |
| <div></div> <div><b>Sales &amp; engineering</b></div> <div><ul style="list-style-type: none"><li>● Access to expert Optro sales engineers</li><li>● Technical solution support</li><li>● Dedicated account support</li></ul></div> | <div></div> <div><b>Deal registration</b></div> <div><ul style="list-style-type: none"><li>● Added discount for registered deals</li><li>● Sales &amp; implementation protection</li></ul></div>       |
| <div></div> <div><b>Marketing</b></div> <div><ul style="list-style-type: none"><li>● Co-brandable assets</li><li>● Event sponsorships</li><li>● Demand generation kits</li></ul></div>                                             | <div></div> <div><b>Development support</b></div> <div><ul style="list-style-type: none"><li>● Technical guidance</li><li>● API resources</li><li>● Developer tools</li></ul></div>                    |

 **Optro Partner Connect**

Join Optro in building the future of GRC intelligence. Scan the QR code to apply.



This overview does not create a binding commitment between Optro and any third party. Participation in Optro Partner Connect is subject to the terms of the Master Partner Agreement and applicable program guide(s).