

DATA SHEET

THE CLAROTY TECHNICAL ALLIANCES PROGRAM

The Claroty Technology Alliances Program (CTAP) enables technology partners to integrate and promote interoperability between the partner technology and Claroty solutions. Claroty understands that growth depends on a healthy and diverse technology partner ecosystem and is committed to providing the tools and support required for our partners and Claroty to succeed together.

By becoming a CTAP Partner you will receive technical integration support, access to our solutions, marketing, and go-to-market resources that will enable us to give greater value and benefits to serve our mutual prospects and customers.

How Partners Fit Into Claroty Solutions

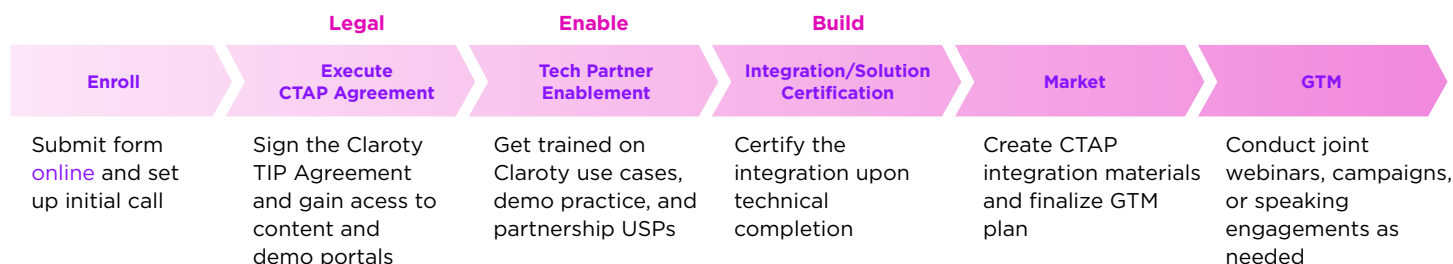
Partners can integrate into one or more of the feature areas provided by Claroty shown by the diagram below.



Why Join CTAP?

- Gain access to Claroty Not For Resale (NFR) environments—including product documentation and enablement materials
- Listing on Claroty’s website and/or other marketing materials as a Technical Alliance member upon integration certification
- Promotion of joint success cases with customer quotes within relevant announcements, news letters, and/or other marketing communications
- Continued engagement opportunities with Claroty field personnel as the partnership grows, building field awareness around the value of the integration and enhancing collaboration

CTAP Partner Journey



The CTAP program offers a variety of benefits that accrue to program participants as they go up in levels. CTAP is designed to offer the highest rewards to those participants who invest the most in solving our joint customer's most challenging use cases.

Benefits	Registered	Advanced	Premier
Claroty Software, Documentation, & Content Access			
Access to development & demo instances	✓	✓	✓
Claroty online partner portal	✓	✓	✓
Dedicated SaaS software instance		✓	✓
On-prem CTD license		3-month	Yearly
Technical Support			
Validation of the joint solution	✓	✓	✓
Solution review & certification	✓	✓	✓
Partner support via dedicated slack channel/email	✓	✓	✓
Monthly alliance meetings to plan & track integration/GTM status		✓	✓
Bimonthly technical integration support calls		Eligible	✓
Co-Marketing			
Joint solution brief	✓	✓	✓
Local Claroty support for marketing events	✓	✓	✓
Partner logo & URL on Claroty's website	After certified	✓	✓
CTAP Certified Icon & Certification Badge Use	After certified	✓	✓
Claroty-internal newsletters & success stories	Eligible	✓	✓
Press Release Templates		✓	✓
Promotion of Customer Success Stories	At discretion	✓	✓
Event Sponsorship			✓
Joint webinar w/Claroty industry leaders			✓

Benefits (continued)	Registered	Advanced	Premier
Coselling & Incentives			
Referral incentives on new & approved deals	✓	✓	✓
Access to request MDF per activity		At discretion	
Solution promotion to Claroty sales team		✓	✓
Claroty Cosell motion for named accounts			✓
Marketing event participation (where applicable)			✓

The table below describes what factors influence the program level consideration

Tier influencers	Registered	Advanced	Premier
Eligibility	Apply online	By invitation	By invitation
Execute CTAP Tier Agreement	✓	✓	✓
Confirmed customers using integration		>= 10	>= 30
Confirmed Leads & Referrals (annual)		>= 3	>= 10
Verified Cosell Influenced Close		1 ARR \$100K	3+ min ARR \$450K
Published Customer Success Story		>= 1	>= 3
Crossbeam Account Mapping and sharing		✓	✓
Joint Annual Business Plan & Target Goals			✓
Claroty Partner Certifications		>= 2	>= 3

About Claroty

Claroty empowers industrial, healthcare, commercial, and public sector organizations to secure all cyber-physical systems in their environments: the Extended Internet of Things (XIoT). The company's unified platform integrates with customers' existing infrastructure to provide a full range of controls for visibility, risk and vulnerability management, network protection, threat detection, and secure remote access.

Backed by the world's largest investment firms and industrial automation vendors, Claroty is deployed by hundreds of organizations at thousands of sites globally. The company is headquartered in New York City and has a presence in Europe, Asia-Pacific, and Latin America.

For more information, visit claroty.com or email contact@claroty.com.