

Devo Drive Technology Alliance Partner Program Overview



PROGRAM GUIDE

The Devo Drive Technology Alliance Partner (TAP) Program enables organizations to collaborate with Devo to build innovative joint solutions that complement and enhance the value of each company's products. Together, we can build solutions that enable our mutual customers to increase their SOC's efficiency, maximize their security tools, and achieve full visibility across their organizations.

This guide describes the Devo Drive Technology Alliance Partner Program including tiering, benefits and resources we have developed to help our partners grow their business as a member of the Devo TAP Program. By partnering with Devo, TAP members can promote their solutions and deliver unique value to mutual customers.

Benefits

Devo is fully committed to working with technology partners to build ready-to-deploy technical integrations that offer additional value to mutual customers. Aligning business goals and resources will unlock innovation that delights customers, increases brand awareness for Devo and our partners, and creates new monetization opportunities.

Devo offers a range of resources based on partner tier to help organizations build their business and gain exposure to Devo's customer base. Devo TAP members have access to the resources listed below to support their go-to-market efforts with Devo.

PARTNER TIERS

SILVER

Silver Tier partners are organizations with a validated technical integration with Devo that delivers measurable value to joint customers.

GOLD

Gold Tier partners have greater access to Devo resources and benefits. Gold partners will collaborate with Devo on technical integrations and joint go-to-market activities.

PLATINUM

Platinum Tier partners receive the highest level of Devo technical, sales and marketing resources. Only a select group of strategic partners will attain Platinum status.

Devo Drive Technology Alliance Partner Benefits	Gold	Silver	Platinum
Enablement and Education			
Access to Devo Education portal	X	X	X
Partner sales enablement	X	X	X
Free Devo user certification		X	X
Development and Integration			
Access to Devo support resources	X	X	X
Access to Devo developer docs	X	X	X
Dedicated sandbox domain	X	X	X
Integration joint collaboration		X	X
Confidential roadmap preview			X
Go-to-Market Activity and Engagement			
Logo usage and listing on www.devo.com	X	X	X
Sales & marketing collateral	X	X	X
Partner certificates and badges	X	X	X
Jointly published customer success stories	X	X	X
Joint webinars and group webinars		X	X
Solution demo recorded for customers		X	X
Field sales and marketing teams engagement		Invite	X
Joint marketing campaigns		Invite	X

Become a Devo Technology Partner Today

Want to get started? Whether you're ready to become a partner or want to learn more about us, Devo is prepared to work with you to build impactful solutions for our mutual customers to safeguard their organizations. Visit [our website](#) to learn more and reach out to get started.



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Devo is the only cloud-native logging and security analytics platform that releases the full potential of your data to empower bold, confident action. With unrivaled scale to collect all of your data without compromise, speed to give you immediate access and answers, and clarity to focus on the signals that matter most, Devo is your ally in protecting your organization today and tomorrow. Devo is headquartered in Cambridge, Mass. Learn more at www.devo.com.