



GREYNOISE

CHANNEL RESALE PROGRAM

Know more noise.

GreyNoise is THE Source for understanding internet noise. We collect, analyze and label data on IPs that scan the internet and saturate your customers' security tools with noise. We help your customer waste less time on irrelevant or harmless activity, and spend more time focused on targeted and emerging threats. Through our API, integrations and web-based visualizer we help make everything else you are delivering to your customers more effective.

GreyNoise Channel Resale Program

GreyNoise is committed to developing partnerships with highly focused, security-dedicated channel partners. We value partnering with consultative solution providers to deliver the best results to our mutual customers.

In addition to providing a unique data and automation security solution that is relevant to Incident Response, SOC and Threat Intel teams, GreyNoise has a transparent, simple and profitable, channel sales program.

A generous deal registration and rebate program is at the core of our channel partner program. GreyNoise sales teams also provide all the materials that channel partners will need to engage meaningfully with their customers on the value of GreyNoise to improve analyst efficiency, leverage customer investment in existing technologies, and reduce the overall customer risk landscape.



[GreyNoise Channel sales materials](#) ↗

[Become an authorized GreyNoise Channel Partner](#) ↗

[Register a deal](#) ↗



Deal Registration

GreyNoise Deal Registration is available to authorized GreyNoise Commercial and Public Sector partners on any new customer opportunities.

Deal Registration is exclusive for one GreyNoise partner only.

Standard, authorized, partner discount is 5% off MSRP.

Renewals are also eligible for Deal Registration if there is continued activity by the partner in the customer account (upsell, expanded use of GreyNoise, etc.) at a 15% discount from MSRP.

Partner must be authorized to resell GreyNoise in the appropriate region.

Registration is valid for 90 days from the date of Deal Registration form submission.

Within 15 days of the Deal Registration submission the partner is required to set a meeting with the GreyNoise sales team and the prospective customer.

Deal Registration is renewable for increments of 30 days thereafter at the discretion of GreyNoise sales and partner team.

Deal Registration discounts are for standard pricing. On any Non-standard pricing GreyNoise will still only award one partner Deal Registration and the GreyNoise sales team will work with them on the non-standard discounts directly.

Rebate Program

GreyNoise commits to our partners with Deal Registration! If, for any reason, a PO cannot be issued to a partner with Deal Registration, GreyNoise will issue a rebate check for the difference between Registered pricing and the cost to contract the opportunity (e.g. through another distribution channel or contract vehicle) to the registered partner within 30 days of receiving payment.

NFR License

GreyNoise will provide all authorized partners with one copy of GreyNoise, not-for-resale or derived product, to be used in their own internal networks for training and demo purposes, as well as to protect their own infrastructure.



Incentive Program

GreyNoise Incentive Program is available to any reseller, technology or referral partner! The Incentive Program is available for one partner per opportunity only.

What is required?

Introduce GreyNoise to a qualified opportunity! That's it to start earning rewards!

After a meeting with the customer and the GreyNoise territory representative, receive a \$2,000 Prepaid Gift Card directly to the registered partner representative.

This program applies to sales, sales engineering, security architects, consultants and customer experience individuals.

Qualified opportunities are:

- with customers new to GreyNoise
- with customer who speak with a GreyNoise sales rep and agree to move forward

Further Rewards!

If the customer makes a purchase of a one-year GreyNoise subscription, the individual can earn the following:

- Additional \$4,000 Prepaid Gift Card for a deal that is \$50,000 or more annual recurring revenue to GreyNoise

Other Requirements

Individuals must be able to receive a Prepaid Gift Card in US Dollars. Not be prohibited by current employer, state, federal or local laws.

