

# ZenGRC Partner Program

**PROGRAM GUIDE**

[www.zengrc.com](http://www.zengrc.com)

**2024**

## Table of Contents

Partner Program Overview	3
About ZenGRC	3
MSP Partner Program	4
Auditor Program	7
Referral Partner Program	8

## Partner Program Overview

At ZenGRC, we recognize that our partners provide value to customers in different ways, so we offer several program types to support your particular business model(s). Read on to learn more about ZenGRC's programs for MSPs, VARs, Referral partners, and Auditors.

Want to apply for the ZenGRC Partner program? Get started at [www.zengrc.com/partners](http://www.zengrc.com/partners).

---

## About ZenGRC

Founded in 2009, ZenGRC is a leading governance, risk, and compliance (GRC) SaaS solution provider, offering two robust products: ZenGRC and ZenGRC Pro. Recognized for its in-house GRC expertise, ZenGRC delivers Simply Powerful GRC solutions that guide organizations through compliance with ease and efficiency.

ZenGRC stands out by offering a single price for comprehensive access to all modules and frameworks, ensuring users benefit from a seamless and cost-effective experience. Dedicated to simplifying GRC processes, ZenGRC continues to innovate and support organizations in achieving compliance and managing risk effectively.

# MSP Partner Program

## Program Supplement

### Eligible Partners

All value added reseller (VAR) partners who have enrolled in the ZenGRC Partner Program, applied and been accepted to this VAR Partner Program, have been onboarded with a ZenGRC-authorized distributor at the time of any transacting, and are in good standing under Program terms and commercial and other obligations.

### Go-to-Market Support Benefits

- **Training.** Access to the ZenGRC Partner Portal for product, sales & technical training. Also, webinars and podcasts.
- **Marketing.** Prospecting tools & marketing campaign materials. Access to proposal-based marketing funds.

### Financial Benefits – Deal Registration

Partnership is a two-way street. Deal Protection is a vital component of our program and a commitment to the success of our partnership. By protecting a deal with ZenGRC, you can trust that we will work with you to help close the deal and help you maximize your profit..

### Eligible Offerings

Select ZenGRC product subscriptions and associated support packages. Contact your Channel Account Manager for additional details.

Exclusions: Implementation fees, other consulting services, and opportunities consisting of renewals where you were not the partner landing the initial opportunity.

### Benefits

- For properly registered and approved net-new deals within the registration period, Deal Protection provides additional margin.
- For approved net-new deals, ZenGRC will support you to help close the deal together.
- Renewals: On approved partner deals that close, the originating partner will be provided first right of refusal and discounts on the renewal.

## Request Process

Deal Protection is only for net-new Opportunities for ZenGRC. Partner must submit requests for Deal Protection on eligible opportunities through the ZenGRC Partner Portal. ZenGRC will strive to approve/reject Deal Protection submissions within 2 business days of receiving complete information. Only one partner – the first to register (subject to completing Partner Activity requirements) – is eligible for Deal Protection for each approved and non-expired lead. ZenGRC retains the sole right in its discretion to reject proposed protections.

## Partner Activity Requirements

- Partner must schedule a discovery call to uncover:
  - Client's priorities
  - Budget
  - Competitive information
  - Current need/situation
  - Purchasing process
  - Key stakeholders
- Partner will lead with ZenGRC when Deal Protection is approved.
  - If the client has asked for multiple options, let ZenGRC know
- Typically, eligible opportunities must be net-new to ZenGRC (i.e. partner generated). However, if ZenGRC brings a Partner into an existing, ZenGRC-known opportunity already in progress, we expect the Partner to quote ZenGRC and not proactively introduce any ZenGRC competitors.

## Reasons for Rejection: Deal Protection (examples)

- The opportunity is already an existing customer of ZenGRC or is already in an active sales discussions with ZenGRC.
- Another partner has an existing approved Deal Protection for the same opportunity.
- The subject of a published RFP, or similar tender process (unless the Partner registered and received approval from ZenGRC PRIOR to the RFP or tender being published)
- Incomplete/Improperly registered Deal Protection submittals.

## Opportunity Scope

Deal Protection is for an opportunity, not an account. Each protected opportunity is limited to the scope of the particular opportunity specified in the Deal Protection Form or uncovered in the related discovery call.



## Protection Period

Deal Protections are valid for 3 months from the date approved by ZenGRC. Extensions may be granted at ZenGRC's discretion; contact your Channel Account Manager for details. After expiration, a partner can choose to submit a new deal protection and ZenGRC will accept or reject the request in the process described above. ZenGRC may rescind a Deal Protection if Partner doesn't provide substantive updates in a 30-day period.

## Terms and Conditions

This Program Supplement is part of, and governed by, the Program Guide and enrollment terms of the ZenGRC Partner Program (collectively the "Terms and Conditions" as to the ZenGRC VAR Program). As a reminder, the terms of this Program Supplement, followed by the Program Guide, then the enrollment terms, govern in that order. By applying for the ZenGRC VAR Program, or by requesting or accepting benefits under such Program, Partner agrees to all such Terms and Conditions.

[APPLY NOW](#)

# Auditor Program

## Program Supplement

### Eligible Partners

Firms engaged in providing customers with audit services, and who have enrolled in the ZenGRC Partner Program, applied and been accepted to this Auditor Program, and are in good standing under Program terms.

### Go-to-Market Support Benefits

- **Training.** Product Enablement to help you leverage the power of applicable ZenGRC platforms to deliver more efficient audits.
- **Product Demo Account.** Access to a demo account for hands-on experience, for client demos, or to train internal personnel.
- **Auditor Locator.** Placement in the ZenGRC Auditor Locator Program, which helps customers find a ZenGRC-trained auditor that best meets their needs..

### Financial Benefits – Client Discount

We understand that your independence as an audit advisor is critical to your clients. If you refer your client to ZenGRC, and the client elects to purchase our solutions, we will provide the client with a special discount.

### Independence Acknowledgment

Referring the client to ZenGRC enables us to separately explain and justify the value of our solutions to the client so you can focus on providing your audit services independently. We acknowledge that no fees or separate value will be provided to you by us or our agents in connection with your client(s).

### Terms and Conditions

This Program Supplement is part of, and governed by, the Program Guide and enrollment terms of the ZenGRC Partner Program (collectively the “Terms and Conditions” as to the ZenGRC Auditor Program).

As a reminder, the terms of this Program Supplement, including the Independence Acknowledgement above, followed by the Program Guide, then the enrollment terms, govern in that order. By applying for the ZenGRC Auditor Program, or by requesting or accepting benefits under such Program, you agree to all such Terms and Conditions.

[\*\*APPLY NOW\*\*](#)

# Referral Partner Program

## Program Supplement

### Eligible Partners

For influencers such as consultants, VCISOs or MSPs building their practice, who have enrolled in the ZenGRC Partner Program, applied and been accepted to this Referral Program, and are in good standing under the Program terms and commercial and other obligations.

### Go-to-Market Support Benefits

- **Training:** Access to the ZenGRC Partner Portal for product and sales training.
- **Marketing:** Prospecting tools via the Partner Portal

### Financial Benefits – Referral Fees

Even if a Partner's business may not include transacting ZenGRC solution orders, we recognize the value you provide in helping your customer solve their risk and compliance challenges by referring and guiding them to ZenGRC. By registering a referral opportunity with ZenGRC, you can trust that we will work to close the deal and recognize the value of your referral.

### Eligible Offerings

ZenGRC product subscriptions.

Expert services, Implementation fees, other consulting services, and opportunities consisting of renewals where you were not the partner landing the initial opportunity.

### Benefits

- Ten Percent (10%) of ZenGRC's first year ACV for the referred opportunity only.
  - Fee calculations are based on ZenGRC's billings (net of taxes, duties, customs and similar fees) for first-year license subscriptions. Calculation excludes other solutions, consulting, training, and fees for periods beyond the first service year.
- Benefit applies only to eligible referral opportunities registered with and accepted by ZenGRC via the then-current online Partner Portal process
- Registration under the Referral Program is for a defined opportunity, not an account. Each registered referral opportunity, and its related financial benefit, is limited to the scope of the particular opportunity specified in the ZenGRC-accepted Referral Form. In order to receive benefit fees, the referral opportunity must be closed within six months of the referral date.



- Benefit fees are paid quarterly following the date ZenGRC invoices its bill-to party on the referred opportunity.
- ZenGRC pays referral fees relying on the pay-to information supplied on an accepted Referral Form. The requestor is solely responsible for complying with its organization's internal financial and code of conduct policies with respect to participation in referral fee programs.
- Partner acknowledges that receipt of referral fees may give rise to accounting considerations and tax obligations, and that it is solely responsible for same.

### Eligible Referrals

**Request Process.** Partner to submit proposed referrals via Referral Forms on the ZenGRC Partner Portal. ZenGRC will strive to approve/reject referral submissions within 2 business days of receiving complete information. Only one partner – the first to register - is eligible for the referral fee benefit for each approved and non-expired lead. (ZenGRC retains the sole right in its discretion to reject proposed referrals.)

### Rules of Engagement/Partner Activity

- Following submission of the proposed referral, ZenGRC will take lead in closing the opportunity. Partner is to provide reasonable information and support to ZenGRC if requested.
- Eligible referral opportunities must be net-new to ZenGRC (i.e. identified by the referring Partner).

### Registration Status

Partners may view the opportunity status within the Partner Portal.

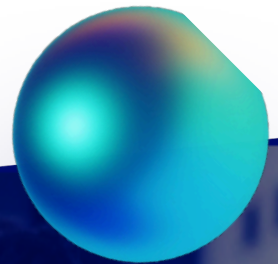
- **New** – submission has been submitted and is under review
- **Qualified** – submission has been accepted as a qualified lead and is actively being worked by ZenGRC
- **Unqualified** – the lead could not be qualified. We will provide an explanation, for example, the customer was not responsive or didn't meet initial lead qualification requirements.
- **Closed Lost** – The opportunity was lost. We will provide general closed/lost explanations, for example competitive, technical fit, price, etc.
- **Closed Won** – YAY!

## Terms and Conditions

This Program Supplement is part of, and governed by, the Program Guide and enrollment terms of the ZenGRC Partner Program (collectively the “Terms and Conditions” as to the ZenGRC Referral Partner Program.). As a reminder, the terms of this Program Supplement, followed by the Program Guide, then the enrollment terms, govern in that order. By applying for the ZenGRC Referral Partner Program, or by requesting or accepting benefits under such Program, Partner agrees to all such Terms and Conditions. In particular, Partner is reminded and acknowledges its compliance obligations with respect to Anti-Corruption Laws and affirms fees and value received under this Program will not be used in a manner contrary to these obligations. ZenGRC reserves the right to suspend or withhold payment of fees for Partner’s material uncured breach of its obligations under the Terms and Conditions.

**APPLY NOW**

[www.zengrc.com/partner](http://www.zengrc.com/partner)



# Simply Powerful GRC

