

ForgeRock Partner Program

What makes ForgeRock the leading provider of identity solutions to world-renowned organizations also makes us a uniquely strong partner

Why Partner with ForgeRock?

We recognize that Partners are at the heart of the most critical transformations across Enterprises. You play the trusted advisor role and help Enterprises deliver exceptional customer experiences. The ForgeRock Partner Program is designed to help you grow a profitable digital identity and access management business.

With ForgeRock, the leading enterprise partner for digital identity, you can address your customers' complex identity challenges and offer the most scalable and robust identity experiences for workforce, customers, and connected things.

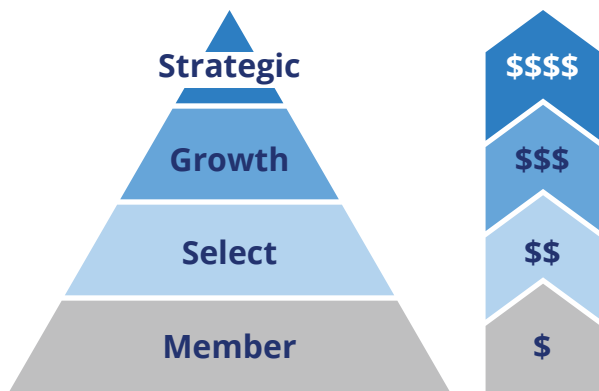
Partner with ForgeRock to unlock significant benefits: invest in targeted activities and campaigns to grow top-of-funnel pipeline, conduct joint programs, and access content and assets.

<h3>Industry Leadership</h3>  <ul style="list-style-type: none"> • Today's global enterprise organizations use ForgeRock to manage and secure their workforce, citizen and customer identities • Credibility with more than 4 billion identities under management • Confidence in partnering with the leading IAM technology provider recognized by all three major analyst firms 	<h3>Growth & Customer Success</h3>  <ul style="list-style-type: none"> • Leverage +30% growth track record — and an integrated approach to help us grow together • Grow high-value services opportunities with a purpose-built identity platform to solve complex identity challenges • Generate revenue opportunities with leading-edge technologies including AI and automation to mitigate risk and drive efficiencies 	<h3>World-Class Partner Program</h3>  <ul style="list-style-type: none"> • ACCELERATION: Pre & Post Sale Program benefits to uniquely support our shared goals and drive business growth • TRUST: Top SIs have built identity practices that leverage the innovative capabilities that ForgeRock Identity Platform delivers • INNOVATION: Extensive network of technology integration partners contributes innovations for heightened customer experiences
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The ForgeRock Partner Program is a multi-tier program that offers rewards to dedicated partners.

- Tools and resources to grow your business and develop your IAM business
- Opportunities to develop expertise to sell and deliver ForgeRock Solutions
- Four levels: Member, Select, Growth, and Strategic. As your commitment and knowledge increase, your benefits will grow

Partners build businesses around ForgeRock because we help them drive their services:



- Profitable Programs
- Valuable Deal Registration Incentives
- Dedicated Sales & Marketing
- Training & Certification

Benefits: We Deeply Integrate Programs into our Business to Ensure Execution

BENEFITS				
General Benefits	Strategic	Growth	Select	Member
Logo/Brand guides	Yes	Yes	Yes	Yes
Social media templates	Yes	Yes	Yes	Yes
Industry/client business value content	Yes	--	--	--
Joint marketing plans	Yes	--	--	--
Joint Marketing Activity				
Approved ForgeRock quote for partner release	Yes	Yes	--	--
Inclusion in pitches to media	Yes	Yes	--	--
Social media support	2 per quarter	Yes	--	--
Guest blog on ForgeRock.com	1	--	--	--
Strategy and Roadmap Briefings				
Recorded NPI briefing session	Yes	Yes	Yes	Yes
NPI assets: solution brief, datasheets, slide decks	Yes	Yes	Yes	Yes
Quarterly product roadmap briefings	Yes	Yes	Yes	--
Biannual private/executive roadmap briefings	Yes	--	--	--
New product launch content, enablement, releases	Yes	--	--	--
Marketing / Campaign Benefits				
Joint registration / partner development funds (PDF)	Yes	Yes	Yes	Yes
Marketing development funds (MDF)	Yes	Yes	Yes	Yes
Co-brandable campaign materials	Yes	Yes	Yes	Yes
Sponsorship/participation at ForgeRock events	Platinum-level priority	Gold-level priority	Silver-level priority	--
Bespoke joint campaign support	Yes	--	--	--
Sales Benefits				
Sales enablement self-service portal, sales certified credentials	Yes	Yes	Yes	Yes
ForgeRock Identity Cloud Demo Platform requests	Up to 50	Up to 20	--	--
Participation in regional bootcamps, sales enablement events	Yes	Yes	--	--
Co-developed joint value propositions	Yes	--	--	--
Private sales enablement events	Yes	--	--	--
Joint bid assistance	Unlimited	Up to 5 users	Up to 2 users	--
Pre-sales Benefits				
Pre-recorded SE workshop content	Yes	Yes	--	--
Quarterly regional SE workshop invitations	Yes	--	--	--
Quarterly private SE workshops	Yes	--	--	--
PROGRAM REQUIREMENTS				
Influenced (re-sold, co-sold, deployed) new ARR, prior year, annual	\$5m	\$1m	\$250k	--
Originated (deal-registered) new ARR - prior year, annual	\$1.5m	\$300k	\$75k	--
Certified consultants	>30	>10	>2	--
Accredited consultants/mentors	>3 consultant	>1 consultant	--	--
Support handling	L1 & L2 Triage	L1 & L2 Triage	L1 ticket triage	--
Customer Satisfaction	4/5	4/5	4/5	--

*The above reflects a portion of ForgeRock Partner Program Requirements. ForgeRock requires a signed contract from partners at all levels of the program.

Learn more about becoming a ForgeRock partner.

About ForgeRock

ForgeRock®, (NYSE: FORG) is a global leader in digital identity that delivers modern and comprehensive identity and access management solutions for consumers, employees and things to simply and safely access the connected world. Using ForgeRock, more than 1300 global customer organizations orchestrate, manage, and secure the complete lifecycle of identities from dynamic access controls, governance, APIs, and storing authoritative data – consumable in any cloud or hybrid environment. The company is headquartered in San Francisco, California, with offices around the world. For more information and free downloads, visit www.forgerock.com

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