

# Okta Partner Connect

Together, we're revolutionizing a market and taking identity mainstream.



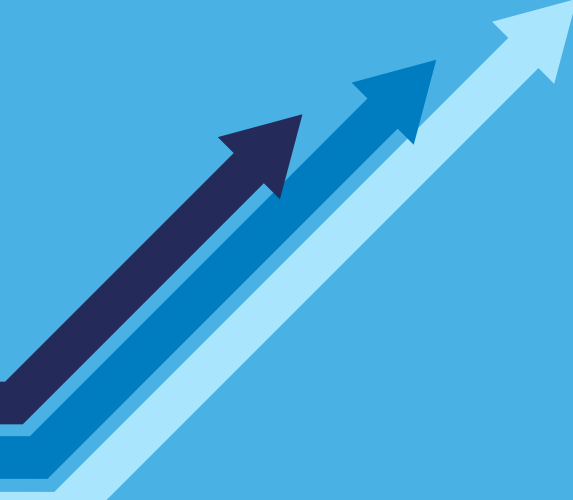
**Opportunity**—that's what you get when you join with Okta, the leading provider of identity for the enterprise. The Okta Identity Cloud connects and protects employees in many of the world's largest enterprises and securely connects organizations to their partners, suppliers and customers.

**And partners are at the center of what we do.**

THE MARKET OPPORTUNITY IS

# GROWING

Billions in the extended enterprise market, and the customer identity market is even larger.



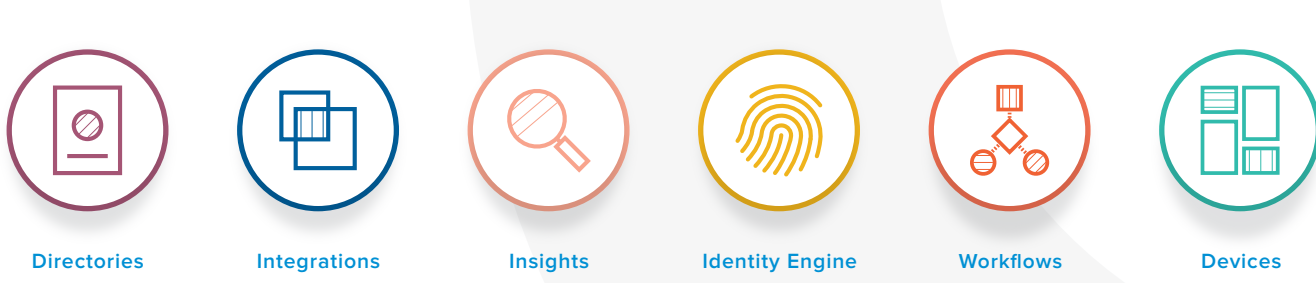
THE OKTA IDENTITY CLOUD

## A platform to solve every access management use case

### Products



### Platform Services



[EXPLORE ALL OKTA SOLUTIONS](#)

# 6000+

**Pre-built integrations and counting!**

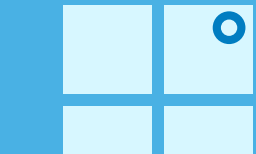
**With over 6000+ pre-built integrations to applications, the Okta Integration Network (OIN) makes it easy to manage authentication and provisioning your customers' users.**

We offer the industry's broadest and deepest set of integrations.

We constantly monitor the network, maintaining connections and adding new ones by the day.

IDENTITY LEADERS

## Okta named leader in three research reports



A 'Leader' in the Gartner Magic Quadrant for Access Management, 2019



A 'Leader' in the Forrester Wave™: Identity-as-a-Service, Q2 2019



A 'Leader' in the Forrester Wave™: Zero Trust eXtended Ecosystem Platform Providers Q2 2019

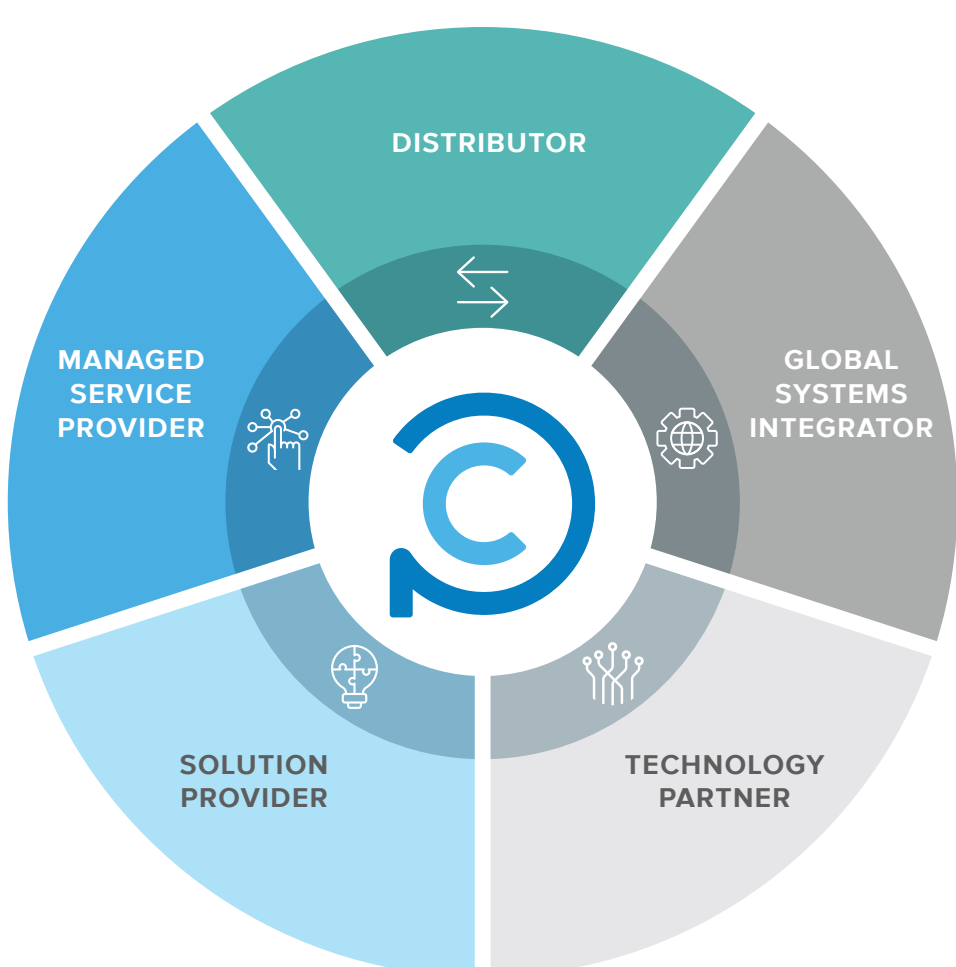


PARTNER PROGRAM

## One program for all

Enjoy benefits and resources based on your preferred go-to-market and engagement model. Whether you provide solutions, deliver services or integrate technology, you'll create lifetime customer value, differentiate your business and grow a profitable identity practice.

- DISTRIBUTOR**  
Resale via Solution Providers
- GLOBAL SYSTEMS INTEGRATOR**  
Refer, resell, deliver services and manage services
- TECHNOLOGY PARTNER**  
Refer, resell, integrate, embed and OEM
- SOLUTION PROVIDER**  
Refer, resell, and deliver services
- MANAGED SERVICE PROVIDER**  
Deliver Okta as a managed service



## Additional revenue opportunities: Services Delivery Specialization

Deliver services directly to customers or engage in a services-delivery subcontracting opportunity provided by Okta



## A short list of benefits you'll love

- TRAINING AND ENABLEMENT**  
**Fastest ways to success.**  
Sales, Presales, Okta Certifications and hundreds of resources to drive success.
- FINANCIAL BENEFITS**  
**The higher you go, the more you earn.**  
A variety of discounts, renewal and referral fees, sell-through margins.
- MARKETING HELP**  
**Your success is our success.** Collateral, campaigns, planning, sponsorship opportunities and more Marketing Development Funds, technology development funds.
- OKTA FOR PARTNERS/OKTA FOR START-UPS**  
**Seeing is believing.**  
Our solutions for your own employees.
- OKTA FOR GOOD**  
**Help us lend a hand.**  
Extend our philanthropy program that benefits non-profits.

## When You Win, We Win

To join Okta Partner Connect, email [partners@okta.com](mailto:partners@okta.com)

or visit [www.okta.com/partners](http://www.okta.com/partners)



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1 The Forrester Wave™: Identity-As-A-Service, Q2 2019 by Forrester. <https://www.okta.com/resources/analyst-research-forrester-wave-leader-identity-as-a-service>.  
2 Magic Quadrant for Access Management, Worldwide (August 2019) by Gartner. <https://www.okta.com/resources/access-management-leader-gartner-magic-quadrant>.