

SOLUTION PARTNERS WITH SERVICES DELIVER SPECIALIZATION

DESCRIPTION

Within Okta Partner Connect Program’s Solution Provider framework, partners who gain delivery expertise and achieve the requirements below are recognized as Partners with Services Delivery Specialization. This recognition allows partners to distinguish your company’s growth focus and practice strength in Okta and demonstrate trust around quality, track record, and shared customer success value. These partners may provide deployment services directly to Okta customers, or could be invited to participate as Okta Global Services subcontractor.

REQUIREMENTS AND BENEFITS

OKTA SERVICES DELIVERY PARTNER REQUIREMENTS	★	★	★	★
	BRONZE	SILVER	GOLD	PLATINUM
Okta Certified Administrator	2	3	5	10
Okta Certified Consultant	N/A	1	2	5
Minimum Annual Project Delivery	2	3	5	10
Customer Success Story		1 per year	2 per year	3 per year

OKTA SERVICES DELIVERY PARTNER BENEFITS



RELATIONSHIP BENEFITS

	BRONZE	SILVER	GOLD	PLATINUM
Services Partner Success Manager			Access	Assigned
Access to API Preview Orgs	N/A	2	4	6
Access to Product Development Team				✓



COMMUNICATION BENEFITS

Access to Okta Partner Community	✓	✓	✓	✓
Partner Newsletter	✓	✓	✓	✓
Access to Monthly Webinar and Office Hour	✓	✓	✓	✓



SERVICES DELIVERY BENEFITS

Services opportunity referral from Okta		✓	✓	✓
Subcontracting opportunity from Okta		✓	✓	✓
Services business review			Semi-Annual	Quarterly
Participation in Okta Partner Mentoring Program			✓	✓



MARKETING BENEFITS

Partner Listing on Okta.com – Delivery	✓	✓	✓	✓
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TECHNICAL AND ENABLEMENT BENEFITS

Discount for purchasing Okta Expert Services	✓	✓	✓	✓
Discount for purchasing Okta Technical Training	✓	✓	✓	✓

QUESTIONS? Email: WinTogether@okta.com