

The OKTA Solution Provider Program

As the industry's leading Identity as a Service (IDaaS) platform, Okta is being used by over 1,000 organizations of every size and across every industry to simplify and secure the adoption of cloud and mobile applications. We're well known for our unwavering focus on customer success, and are committed to applying that same level of dedication to the success of our partners.

The Okta Solution Provider Program offers leading technology consultancies, system integrators, IDM / security providers, distributors and value-added resellers an opportunity to accelerate and optimize their businesses towards an increasingly cloud-centric and mobile world. As part of the program, you will get dedicated access to sales, marketing, and training support, as well as competitive margins on referral, resell, and delivering Okta services to accelerate your growth of the identity market.

Become an Okta Solution Provider Partner: <https://www.okta.com/partners/become-an-okta-solution-partner.html>

OSP Program Benefits	PLATINUM	GOLD	SILVER	BRONZE
Guaranteed resell and referral margins	●	●	●	●
Guaranteed resell margin on Okta service packages	●	●	●	●
Partner Management	●	●		
Tier-based marketing development funds	●	●	●	
Tier-based Oktane sponsorship	●	●	●	
Annual Partner Summit	●	●	●	
Okta beta program participation	●	●	●	
Discounted Okta pricing for internal use	●	●	●	
Dedicated Okta "Sandbox" for demo use	●	●	●	●
Access to Okta Partner Community	●	●	●	●
Access to Okta, sales & marketing tools	●	●	●	●
Sales & Pre-Sales monthly enablement webinars	●	●	●	●
Direct alignment with Okta sales teams	●	●	●	
Standard Partner Support	●	●	●	
Discounted technical training	●	●	●	
Discounted Expert Services	●	●	●	
OSP Program Requirements	PLATINUM	GOLD	SILVER	BRONZE
Referral and reseller agreement	●	●	●	●
Annual subscription revenue commitment	\$2M	\$1M	\$500K	\$100K
Quarterly Okta Sales forecasts & business reviews	●	●		
Customer renewal ownership	●	●	●	●
Okta Sales Professional	10	6	4	1
Okta Sales Engineer Professional	5	3	2	1

Authorized Service Provider (ASP)

The Authorized Service Provider (ASP) program is a subset of the Okta Service Provider (OSP) program. A partner must at a minimum be a Bronze level OSP to qualify as an ASP partner. Partners may choose to establish and grow an Okta practice focused on helping our joint customers deploy Okta solutions. This allows them to stand out in the Okta partner community, help drive customer success, and develop trust with our joint customers.

As all ASP partners must also be members of the OSP program, they will be subject to the same benefits/requirements as the OSP program, in addition to the benefits/requirements outlined below.

ASP Program Benefits	PLATINUM	GOLD	SILVER
Preferred implementation partner	●	●	●
Featured on okta.com/partner site	●	●	●
ASP Monthly Technical Webinar	●	●	●
ASP Program Requirements	PLATINUM	GOLD	SILVER
Master Services Agreement	●	●	●
Quarterly Okta Services Review	Required	Required	Required
Active Okta Implementation Professionals	5	3	2
Annual Okta Project completion	8	4	2
Project Satisfaction Rating (1-5)	4+	4+	4+
Annual Customer Success Story	4	2	1