

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—both solution and technology—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.

OUR PRODUCTS

From B2B, B2C, internal employees, partners, government agencies, organizations large and small—with our platform you'll find opportunities with a broad range of market segments.



Single Sign-On

Sign in once to get instant access to all your apps.



Multi-factor Authentication

Prevent identity attacks with an added level of authentication.



Lifecycle Management

Automate how people move into, across, and out of your organization.



Universal Directory

Centrally manage every user, app, device, and API in your organization.



API Access Management

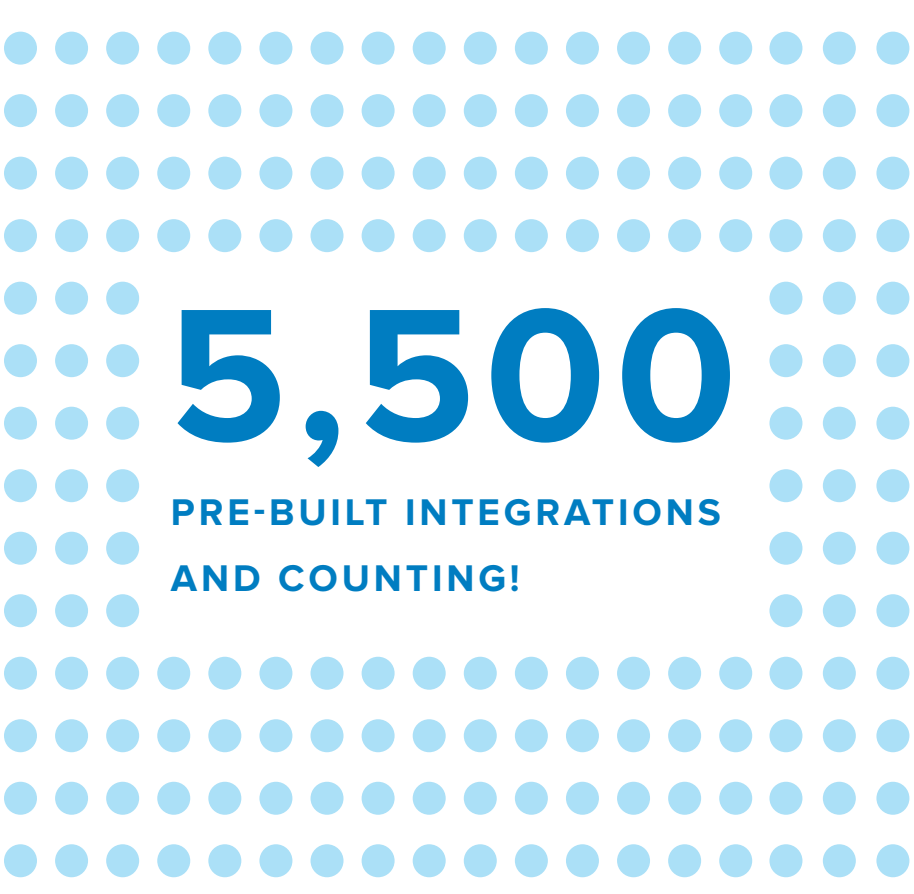
Grant secure access to your APIs with our powerful policy framework.



Okta API Products

Build an app with our APIs for user management and authentication.

[EXPLORE ALL OKTA PRODUCTS](#)



With over 5,500 pre-built integrations to applications, the Okta Integration Network (OIN) makes it easy to manage authentication and provisioning your customers' users.

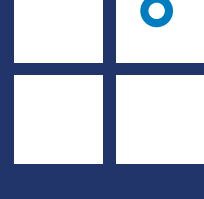
▶ We offer the industry's broadest and deepest set of integrations.

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

JOIN WITH THE IDENTITY LEADER



A 'Leader' in the Forrester Wave™: Identity-as-a-Service, Q4 2017 Wave1



A 'Leader' in the Gartner 2018 Magic Quadrant for Access Management



5,500 integrations

ONE PROGRAM, TWO TRACKS, THREE TIERS

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.



ASSOCIATE

Entry level to refer and access to the for sales, integration opportunities, enablement and marketing resources

SOLUTION PROVIDER

Refer, resell, deliver and manage

TECHNOLOGY PROVIDER

Refer, resell, integrate, embed and OEM

ADDITIONAL REVENUE OPPORTUNITIES WITH SPECIALIZATIONS

Focus on one or more specializations to help you stand out and develop trust among a broader customer base.

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



MANAGED SERVICES
Deliver Okta as a managed service

A SHORT LIST OF BENEFITS YOU'LL LOVE



TRAINING AND ENABLEMENT

Fastest ways to success.

90-day success plans, sales and post-sales training, hundreds of resources to drive success.



FINANCIAL BENEFITS

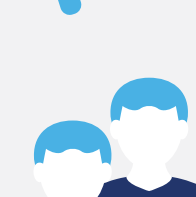
The higher you go, the more you earn.

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. Co-marketing 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 or visit www.okta.com/partners

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Always On

1 The Forrester Wave™: Identity-As-A-Service, Q4 2017 by Forrester. <https://www.okta.com/resources/analyst-research-forrester-wave-leader-identity-as-a-service>.
2 Magic Quadrant for Access Management, Worldwide (June 2018) by Gartner. <https://www.okta.com/resources/access-management-leader-gartner-magic-quadrant>.