



Services Partner Program Guide

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1. Services Program Overview

The Wiz Services Partner Program (“**Services Program**”) empowers participating Wiz Partners to deliver Partner-Provided Services to joint customers in relation to the implementation, deployment, administration, and management of the Services. This Services Program gives Partners access to training, certifications, Platform tenant environments, marketing support, and technical resources from Wiz. Participation in this Services Program is available to any

prospective partner that delivers Partner-Provided Services, including system integrators, consulting partners, and valued-added resellers who also have a services practice. The Services Program is designed to encourage technical enablement and provides a progressive benefits structure.

Services Guide

This Services Partner Program Guide, including all terms, policies, guides, and other documents referenced or incorporated herein ("**Services Guide**") describes the policies, benefits, and requirements applicable to the Services Program and specifies the roles and responsibilities governing the business relationship between Services Partner and Wiz. Partner participation in the Services Program is subject to and governed by the following: (1) the Services Delivery Partner Agreement, and (2) this Services Guide (collectively, the "**Services Program Documentation**"). Any capitalized but undefined terms contained in this Services Guide have the meanings ascribed to them in the Services Program Documentation.

Wiz periodically makes changes and additions to the Services Program which may not be reflected in the previous version of the Services Guide that was in effect when a Services Partner initially joined.

The contents of this Services Guide are subject to the confidentiality obligations between each Services Partner and Wiz.

Partners may, upon application and approval from Wiz, participate in both the Services Program and other Wiz Partner Alliance Program Types, such as the Reseller Program. Each Wiz Partner Alliance Program Type has its own benefits and requirements described in the applicable Program Guide(s), and are subject to different terms and conditions.

2. Partner Eligibility

Prospective Partners shall meet the following requirements to be admitted into the Services Program:

- Completed and approved application to join the Wiz Partner Alliance
- Be approved by Wiz subsequent to Wiz conducting its due diligence process
- Sign the Services Delivery Partner Agreement
- If the Prospective Partner is currently participating in another Program Type within the Wiz Partner Alliance (e.g., the Reseller Program), the Prospective Partner must be in good standing in such other program(s).

Primary Contact Requirement

Partners are required to maintain a designated Primary Contact with Wiz at all times. You will initially designate a Primary Contact during your onboarding process as a Wiz Partner. After that, you may update your Primary Contact details by emailing partner.operations@wiz.io with the updated information, and our Partner Operations team will update your contact record.

3. Services Partner Tiers

The Services Program consists of three tiers determined by the level of investment and engagement by the Partner in fulfilling the requirements of each tier. The tiers are: Community, Focus, and Premier.

- Community is the entry level tier and starting place for Services Partners to meet baseline technical training requirements and establish their Partner-Provided Services practice.
- Focus is the mid-range partnership tier. It is reserved for Services Partners who have invested in our relationship through enabling their internal resources and delivering services related to Wiz products.
- Premier is the top tier with the highest level of technical training requirements and benefits.

The requirements for progressing from Community to the Focus and Premier tiers are outlined in the Partner Tier Requirements section below. The benefits specific to each Partner Tier are described in the Partner Tier Benefits section below.

Achieving Tier Status

Progression in Wiz's Services Program is tied to performance. A Services Partner may advance through the different Partner Tiers in the Services Program as it grows its business, skills, resources, and/or financial commitments to Wiz. For example, a Focus partner may advance to become a Premier partner in the Service Program and receive additional financial and marketing benefits. The requirements to reach the Community, Focus, or Premier Partner Tiers are outlined in Section 4 below.

4. Partner Tier Requirements

Each Services Partner is required to meet the Service Program's requirements set forth in the table below on an annual basis.

Tier Requirements		
Partner Tier	Training Requirements	Service Engagement Requirements*
Community	2 engineers with the Cloud Delivery Professional Accreditation	1 Wiz Service engagement submitted
Focus	5 engineers with the Cloud Delivery Professional Accreditation	2 Wiz Service engagements submitted
Premier	Cloud 10 engineers with the Cloud Delivery Professional Accreditation and Code 10 engineers with the Code Professional Accreditation orDefend 10 engineers with the Defend Professional Accreditation	10 Wiz service engagements submitted

After an engineer achieves a Professional Accreditation, Wiz may optionally offer a renewal accreditation annually or biannually that satisfies the annual training requirements described above. A renewal accreditation recognizes the engineer's baseline time investment, is typically shorter in duration than the full accreditation and focuses on the delta of new product features, releases, and platform updates.

* Service Engagements are submitted by the Services Partner in the Partner Portal. To be considered "submitted", a service engagement must relate to post-sales services and

commence in the same Wiz Fiscal Year in which compliance with the program's requirements is measured. Wiz reserves the right to require evidence of the signed statement of work.

Training and Accreditation

Services Partners have access to Wiz Academy, which includes technical training courses required for technical competency with the Services. These courses comprise the Cloud, Code, and Defend Delivery Accreditations and the achievement of an accreditation will be assigned to individual employees of the Services Partner. For detailed information regarding which courses comprise the Accreditation curriculum, please refer to the Training link on the Partner Portal.

5. Partner Tier Benefits

The following table displays the Program Benefits associated with each Partner Tier. The benefits for each tier are additive in that Services Partners in the Focus tier are also eligible for the benefits of the Community tier, and Services Partners in the Premier tier are also eligible for the benefits of the Focus and Community tiers, respectively. For a more comprehensive description of each benefit, please refer to the relevant section of this Services Guide and/or the Services Program page on the Partner Portal.

Partner Tier	Benefit	Description
Community	NFR Tenant	An NFR Tenant is a Wiz Platform tenant that is active for an annual (12 month) subscription term and can be used for training and testing purposes.
	Wiz Academy	Access to training materials and coursework hosted on the Wiz learning management system, and accessed via the Partner Portal.
	Wiz Docs	Access to Wiz technical documentation via the Partner Portal. This includes services delivery guidance, such as deployment playbooks, reference blueprints, and architectural baselines.
	Wiz Community	Slack-based communication and community platform that enables deeper partner engagement, and provides a mechanism for Wiz to provide updates, answer questions, and facilitate deeper Partner learning and growth.
	Self-Service Marketing Toolkit	Access to Wiz branded marketing kits and

		approved Wiz communication templates for Partner-led announcements.
	Partner Newsletter & Wiz Updates / Communications	Regular partner communications that ensure timely insights and resources to stay aligned and ahead in the market. Stay informed with the latest product updates, program news, training opportunities, and upcoming events.
	Access to a Demonstration Environment	A Demonstration Environment is a read-only environment provided to specific Services Partner employees, which enables them to perform external demonstrations of the Wiz Platform to Customers using “dummy data” and preloaded scenarios that are provided by Wiz. Wiz also provides the Services Partner with access to related Wiz Documentation and learning content on conducting Customer demonstrations. Any employee who intends to use the Demonstration Environment must complete Wiz’s accreditation course prior to Wiz providing access. Employees that have successfully completed the course will then be provided access to Wiz’s Demonstration Environment for a period of twelve (12) months.
	Community Partner Badge	Access to Wiz Community Tier Partner Badge, available via the Partner Portal.
Focus	Co-Branded Marketing Assets	Access to Wiz-branded marketing kits for the creation of co-branded campaigns, plus receive access to newsletter updates.
	Communications Toolkit	Access to pre-approved communications templates and Wiz executive quotes for Partner-led announcements.
	Marketing Development Fund Eligibility	Eligibility to receive marketing development funds for Qualifying Activities (as defined in the MDF Guide).
	Strategic Event Invites & Sponsorship Eligibility	Access to Wiz event sponsorships and co-hosted opportunities including in-person and virtual webinars and events.

	Wiz.io Partner Directory Listing	A publicly facing Wiz.io directory featuring Partners participating in the Services Program including but not limited to company name, logo, Program Type, and Partner Tier. The directory listing is available after Services Partners have achieved the requirements of the Focus tier.
	Wiz Consulting Services Catalog Listing	A catalog of Partners participating in the Services Program accessible for Wiz customers from within the Platform, and includes details such as Services Partner's company name, logo, Program Type, Partner Tier, geographic coverage, types of Partner-Provided Services, use cases, and a contact email address.
	Services Delivery Support	Reactive service delivery support provided by Wiz advanced delivery services experts.
	Focus Tier Partner Badge	Access to Focus Tier Partner Badge, available via the Partner Portal.
Premier	Wiz Partner Marketing Resource Eligibility	Enhanced co-marketing opportunities and joint GTM planning with a Wiz Partner Marketing resource (subject to availability).
	Partner Advisory Board ("PAB") Participation	Wiz Partner Advisory Board meetings are typically conducted regionally for the purpose of collecting program-level feedback directly from the Services Partner community. At this Program Tier, Services Partner will receive an invitation to attend a Wiz PAB, to the extent a PAB relevant to Services Partner is being hosted. Each Services Partner is responsible for any travel-related costs to attend a Wiz PAB.
	Specialized Training Opportunities	Access to advanced Wiz training programs designed to deepen your technical expertise, enhance solution knowledge, and strengthen your ability to position and deliver our offerings effectively.
	Executive Sponsorship/Briefing Opportunities	Engage directly with Wiz's executive team through strategic sponsorship and briefing sessions that foster alignment, strengthen partnership commitment, and explore joint growth initiatives.
	GTM Strategy and Business	Co-development of a GTM strategy and business

	Plan Creation	plan with Wiz.
	Quarterly Business Reviews (“QBRs”)	Quarterly reviews of joint business activity.
	Wiz Partner Directory Listing and Unique Microsite Page	An enhanced Partner listing with detailed microsite on Wiz’s publicly facing Wiz.io directory of Services Partners.
	Premier Partner Badge	Access to Wiz Premier Tier Partner Badge, available via the Partner Portal.

Not for Resale (NFR) Tenants

After Partner satisfies the training requirements of the Community tier specified in Section 4 above, Partner may request via the Partner Portal an NFR Tenant. The NFR Tenant will initially have a twelve (12) month subscription term and can be extended each year for an additional twelve (12) months provided the Services Program requirements for the Community tier or above are satisfied..

The NFR Tenant will include the following product types and be subject to the following unit limitations, and may be used only for the purposes set forth in the Services Delivery Partner Agreement. If the Services Partner exceeds these unit limitations, additional Fees may apply.

- 300 Wiz Cloud Advanced workloads
- 100 Wiz Runtime Sensor units
- 50 Wiz Code active developers
- 150 Wiz Defend Ingestion Units (GB/mo.)

Services Partner will use its best efforts to actively monitor units consumed within Services Partner’s NFR Tenant in an effort not to exceed its allocated complimentary units. To the extent Services Partner exceeds such unit limitations, Wiz may, at its option: (1) invoice Services Partner for the fees applicable to such excess units, as appropriate, which shall be charged at Wiz’s

then-current list prices (“**Fees**”); or (2) revoke Services Partner’s NFR Tenant immediately and without notice. In the event Wiz elects to invoice Services Partner for overuse Fees pursuant to subsection (1) above, Wiz reserves the right to immediately and without notice suspend Partner’s access to the NFR Tenant for non or late payment of any amounts not subject to a good faith dispute. Except as otherwise set forth in the Services Program Documentation: (i) all Fees and other amounts paid in connection with the NFR Tenant are non-refundable and without right of set off, (ii) Services Partner will pay all amounts due in connection with its NFR Tenant in U.S. Dollars currency (or such other currency designated by Wiz in writing), (iii) all Fees

are due and payable within thirty (30) days of the date of Wiz's invoice; (iv) any amount not paid when due shall accrue interest on a daily basis until paid in full at the lesser of: (a) the rate of one and a half percent (1.5%) per month; or (b) the highest amount permitted by applicable law; and (v) all amounts payable are exclusive of all sales, use, value-added, withholding, state, local, and other direct or indirect taxes, charges, levies and duties ("**Taxes**"). Services Partner shall bear all Taxes or other charges applicable to the Fees assessed by Wiz in connection with the NFR Tenant; provided that Wiz will be responsible for any taxes imposed on Wiz's income, assets and/or workforce. In the event Wiz elects to revoke Services Partner's NFR Tenant for overuse pursuant to subsection (2) above, Wiz will reinstate Services Partner's NFR Tenant once Wiz has received all outstanding Fees.

Services Partner may be eligible for a "Wiz for Gov" NFR Tenant if Services Partner provides services to US Government Customers. A Wiz for Gov NFR Tenant may have different features from a standard commercial tenant. On an exception basis, Wiz will consider approving Wiz for Gov NFR Tenant requests, including in situations where such tenant is a secondary NFR Tenant (e.g., a Wiz for Gov and a commercial tenant).

Marketing Development Fund ("MDF") Program¹

Premier and Focus tier Services Partners are eligible to request funding for marketing activities via the Partner Marketing Development Fund Program ("MDF Program"). MDF is available to eligible partners on a proposal basis. Participation in the MDF Program is subject to the requirements set forth in the Partner Marketing Development Fund Program Guide, available on the Partner Portal ("**MDF Guide**").

Partner Directories

All Focus tier and above Services Partners are eligible to be listed in the [Wiz.io](https://wiz.io) Partner Directory and Wiz Consulting Services Catalog, while Premier tier Services Partners are eligible to receive enhanced Partner Directory listings and a dedicated microsite on the [Wiz.io](https://wiz.io) Partner Directory. Services Partner acknowledges and agrees that Wiz may use the Services Partner's name, contact details, logo, information relating to the Partner-Provided Services, and any other information provided to Wiz by Partner in any partner directories or websites operated by Wiz for the purposes of promoting Partner's participation in the Services Program. If Partner provides any written or recorded case studies or testimonials ("**Case Studies**") to Wiz for inclusion in the partner directories, services catalogs, or websites operated by Wiz, Partner authorizes Wiz to use, reproduce, display, distribute, and translate the Case Studies. To the extent such Case Studies include the name, logo, or information relating to Prospective Customers or Customers,

¹ Any reference in the Services Delivery Partner Agreement, prior program documentation or related schedules to "Marketing Funds" shall mean and refer to MDF. Similarly, any reference to the "Marketing Guidelines" shall mean and refer to the Partner Market Development Fund Program Guide.

Partner agrees that it has obtained all necessary consents to provide the same to Wiz and to grant Wiz the rights set forth in this section. To be listed in the directories, your Primary Contact must submit the “Wiz Directory/Catalogue” form available in the partner portal.

6. Periodic Reviews

Partner compliance with the Services Program’s requirements will be measured on an ongoing basis. Wiz shall conduct an annual review at the beginning of each Wiz Fiscal Year, of Services Partner’s compliance with the terms of this Services Guide, including Partner’s tier within this Services Program (**“Annual Compliance Review”**).

Services Partners can move up in tier status throughout the current Fiscal Year following the completion of the Services Program requirements for the next tier, as outlined in Section 4. In the event that a Services Partner meets the qualifications for a higher Partner Tier, the Services Partner will then be promoted to the new tier within a reasonable timeframe for Wiz to detect and implement this change internally, and all benefits of the new tier status will subsequently apply. Once a higher tier is achieved and takes effect, Services Partner will remain at the higher tier through the remainder of the current Wiz Fiscal Year. While Services Program compliance is measured on an ongoing basis, down-leveling tiers only occurs once annually during the Annual Compliance Review. At the time of the Annual Compliance Review, if the requirements of the Services Partner’s current tier are not satisfied, the Services Partner will be moved to the tier for which they qualify. Such change will take effect within ten (10) days from Wiz’s completion of its Annual Compliance Review and will remain in effect for the next Wiz Fiscal Year until the next Annual Compliance Review (unless Services Partner is promoted to a higher tier status).

In addition to adjusting a Services Partner’s tiering within the Services Program, if Wiz determines that a Services Partner is not meeting applicable Services Program requirements and/or is not in compliance with the Services Program Documentation, Wiz may suspend or terminate the Services Partner from participating in certain Program Benefits, the Services Program, and/or Wiz Partner Alliance. In the event a Services Partner is terminated from the Services Program for any reason, including as a result of not meeting the requirements of the Community tier level, Wiz will also terminate any active license with the terminated Services Partner’s subscription to the Wiz for Partners product, and Services Partner shall not be entitled to any credits or refunds of Fees.

If a Services Partner fails to meet the Program Requirements Wiz may suspend or terminate the Services Partner’s NFR Tenant or other Services Program benefits and incentives, and may remove the Services Partner from the Services Program before the annual compliance review.

7. Other Services Program Information Partner Portal

The Partner Portal is a platform that provides Services Program benefits and communications, where Services Partners can find information regarding Services Program updates, communications and alerts, promotions, sales tools, and marketing tools and collateral to help develop their business.

Partner Affiliates

A Services Partner may make a written request that some or all of its Affiliates that are also Services Partners of Wiz be treated on a consolidated basis for the purposes of Services Program tiering and receipt of certain Services Program benefits, for so long as Services Partner and all such Affiliates remain Services Partners in good standing.

To initiate such a request, Services Partner should email partner.operations@wiz.io and provide evidence of each such Affiliate's consent to the consolidation in the form requested by Wiz. Upon completion of the request, and subject to Wiz's approval of the request, each consolidated Affiliate will be tiered at the same Services Program tier as Services Partner and be entitled to the Program Benefits of such tier; provided, however, that Affiliates shall not be entitled to the following benefits on an individual basis: Premier Tier Co-Marketing Benefits, Partner Advisory Board Participation, GTM Strategy and Business Plan Creation, and Quarterly Business Reviews.

8. Program Updates and Revisions

Wiz reserves the right to update and revise the Service Program from time to time, including this Services Guide and any terms, policies, guides, and other documents referenced or incorporated herein. Wiz will use commercially reasonable efforts to communicate such changes to Partner through e-mail, through notices placed on the Partner Portal, and/or through informational webinars. Any changes to the products and quantities included in the NFR Tenant will not take effect until Partner's next annual renewal of its subscription to the Wiz for Partners product, unless Wiz and Services Partner agree otherwise.

9. Acting with Ethics and Integrity

As a Google company, Wiz is committed to conducting business ethically, honestly, fairly, lawfully, and with integrity. We expect our Partners to operate in full compliance with all

applicable laws and regulations and adhere to the principles outlined in the Wiz Partner Code of Conduct. In particular, all Partners must conduct business in a manner consistent with all applicable laws and regulations relating to anti-bribery and anti-corruption, sanctions, export controls, fair competition, and any other laws relating to the ethical conduct of business.

To protect this partnership, participation in the Wiz Partner Alliance requires full adherence to Wiz's (and Google's) due diligence process. All partners are expected to complete initial background evaluations, provide complete and accurate responses to any compliance questionnaires, and participate in periodic compliance reviews and any required compliance training. Adhering to these requirements is not merely a contractual formality, but an ongoing operational commitment. Operating with complete legal integrity safeguards our joint business ecosystem, ensures transparent operations, and preserves customer trust across every market we serve.

10. Definitions

Services Engagement: A record in the Partner Portal which the Partner creates and edits in order to provide evidence of a submitted service engagement.

Fiscal Year: Wiz's fiscal year running between January 1st – December 31st.

Partner-Provided Services: The services provided by Services Partner to its Customers relating to the implementation, deployment, administration, and management of the Services.

Services Delivery Partner Agreement: This contract package consists of the Wiz Partner Terms and the Wiz Services Delivery Partner Schedule (or such equivalent agreements entered into between Wiz and Services Partner authorizing Services Partner to participate in the Services Program or to access and use certain Services Program Benefits including without limitation an NFR Tenant.

Services Partner: A Wiz Partner who has been approved by Wiz and admitted to the Services Program after meeting all applicable requirements of this Services Guide and the Services Program Documentation.

11. Resources

The following resources, available on the Wiz Partner Portal (or any successor sites) are incorporated into this Services Guide by this reference:

Wiz Partner Rules of Engagement Wiz Partner Code of Conduct

Partner Marketing Development Fund Program Guide (located in the Partner Portal)