



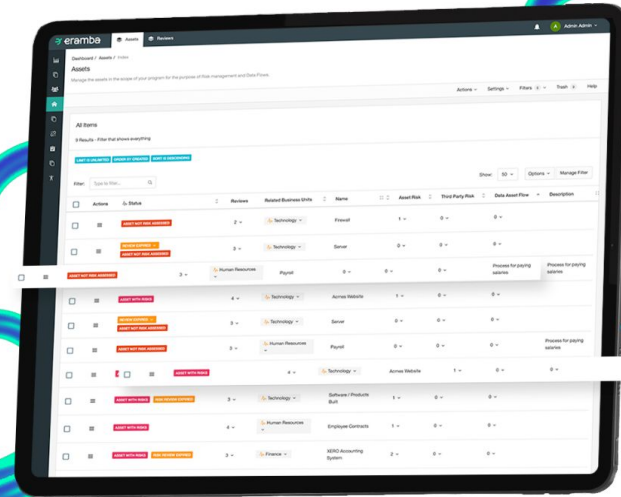
Gartner
MQ HONOR
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Partner Program

The Eramba Partner Program offers an exciting opportunity for partners to expand their business potential by selling and providing services on top of Eramba.



What is Eramba?

**A community driven
GRC solution, simple,
affordable and open
software.**



15k+

Community Installations
around the world



400+

Enterprise customers
around the world



35%

Growth YoY



**Open pricing and
documentation**

Why Eramba?

1

Simple & Open to Everyone

Leveraging the core values of community projects, eramba was built on the premise of simplicity, openness, and fair pricing principles.

2

Easy to understand ROI

GRC is not rocket science - we have never understood why GRC solutions are so expensive. We have a flat price for everyone.

3

We are GRC Practitioners

Eramba was built by GRC practitioners around the world to make our jobs easier.

4

Open Library & Community Knowledge

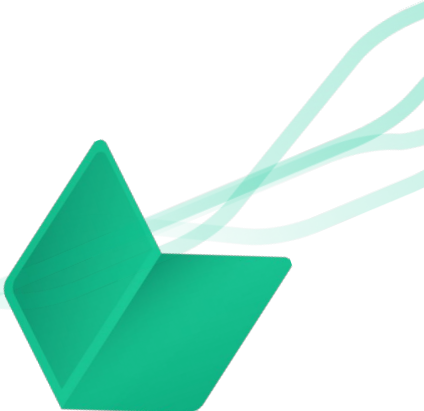
No private portals or closed forums. Our documentation and forum is public and open to everyone.

5

We Support both On-Prem & Hosted Models

Empowering Flexibility and Scalability for Customers' Business

Typical Use Cases



1

Compliance Management

PCI, ISO, SOX, Financial & Legal Regulations, Environmental & Social Metrics (ESG), etc. Whatever your goals eramba can help you build and monitor your organisational compliance.

2

Risk Management

Asset, Third Party and Business oriented Risk is possible in eramba. Identify, Analyse, Treat and Communicate Risks, all in a single place.

3

Internal Controls & Policy

Define Controls and Policies and how and when you want to test them. Gathering evidence is easy using eramba for notifications and automation.

4

Vendor Assessments

Create your own questionnaires for any topic and send them to your vendors to gather feedback in a central platform.

Eramba Built in Features



Compliance Management

ISO, PCI, NIST, etc and even Custom Compliance Requirements can be managed in eramba.



Account Review

Regularly gather accounts from systems and forward them to designated Account Reviewers.



Risk Management

Configure your own Classifications, Calculations, Risk Matrix and manage the Risk lifecycle.



Incident Management

Define an Incidents Lifecycle and document your incidents and their updates.



Online Questionnaires

Create your own Questionnaires using CSV or use our Templates and upload them to eramba.



Project Management

Manage your Projects, Tasks, Deadlines, Status, etc with the use of Notifications, Reports and Filters.



Policy Management

Upload your Policies, Procedures and Standards to eramba and manage their reviews.



Awareness Program

Create your own videos, disclaimers and tell eramba who in your LDAP Directory has to comply with them.



Internal Controls

Define your Internal Controls and automate your testing practices.



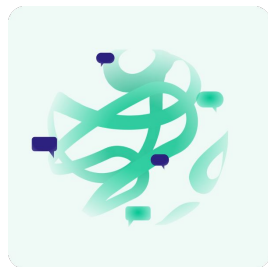
REST API

You can receive and send REST calls based on configurable actions anytime you wish.

Flat Pricing for Everyone

Eramba Community

A free and open version of eramba that allows you to get away from spreadsheets at no cost. You can always migrate to enterprise.



Eramba Enterprise

Our subscription plan without user or data limitations and all modules included for a yearly fixed price.

On Premises

Free

SaaS

2500€/Year

On Premises

2500€/Year

SaaS

5000€/Year

Where it sits?		Where it sits?	
Your Premises	We Host It	Your Premises	We Host It
No	No	No	No
No	No	No	No
✓ Manual	✓ Automatic	✓ Manual	✓ Automatic
✓ Manual	✓ Automatic	✓ Manual	✓ Automatic
-	✓ E-mail	✓ E-mail	✓ E-mail
Data limits?		Data limits?	
User Limits		User Limits	
Software Upgrades		Software Upgrades	
Backups		Backups	
Support		Support	

Comparison

Community

Enterprise

	On Premise	SaaS	On Premise	SaaS
Common Module Features ^				
Filters	✓	✓	✓	✓
CSV Imports	✓	✓	✓	✓
Notifications	—	—	✓	✓
Dynamic Statuses	—	—	✓	✓
Custom Fields	—	—	✓	✓
Incoming REST APIs	—	—	✓	✓
REST WebHooks	—	—	✓	✓
Dashboards	Limited	Limited	✓	✓
Advanced Modules ^				
Security Awareness	—	—	✓	✓
Online Assessments	—	—	✓	✓
Automated Account Reviews	—	—	✓	✓

New Partner Program



Empowering Partners to Drive Success with Eramba

The Eramba Partner Program offers an exciting opportunity for partners to expand their business potential by selling and providing services on top of Eramba.



Dedicated Partner Training

Benefit from our comprehensive training options designed specifically for partners. Access recorded sessions and receive one-to-one dedicated training.



Rebates

Gain an increasing compensation as a rebate based on the number of customers, not just for the initial purchase but also for subsequent renewals.



Unlock Additional Benefits

As part of the Eramba Partner Program, you gain access to a range of exclusive benefits that cultivate stronger collaboration and drive mutual success.

Your Opportunity



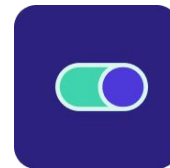
Localization

Local partners speak customers' language, know the local regulations and can help to implement and maintain eramba professionally.



Trainings

Local partners can deliver onsite trainings, implementation workshops that will help customers get started.



Ongoing

Local partners can help customers run a GRC program with eramba acting as managed services.



Growth

Accelerate overall growth through economies of scale.



Long-term

Establish long-term relationships by guiding customers through their GRC journey.

Annual Awards



Faster Growing

Recognizing our partner who demonstrated exceptional agility and accelerated growth, contributing significantly to our shared success.



Higher Retention Rate

Honouring the partner who exhibited outstanding commitment to customer satisfaction.



Best sellers

Celebrating the partner who achieved remarkable sales performance, showcasing their expertise in effectively promoting and selling Eramba.

Partner Categories



Reseller

- 0% Rebate
- No benefits



Eramba Certified Partner

- 10% to 30% Rebate
- One active Trial
- One shared-event
- Your logo at our website
- Consulting Opps & Rebates



Eramba Gold Certified Partner

- 20% to 40% Rebate
- Three active Trials
- One-to-one events
- Your logo at our website
- Consulting Opps
- Rebates & Leads

Lead Sharing

Why is important?

- Eramba community drives thousands of leads per year
- Partners typically generate revenue from consulting rather than commissions from eramba licenses
- Gold Partners can access our leads to promote their GRC consulting services in their region

How it works?

1. Partner signs our Partner Contract and Privacy Terms
2. Eramba proactively contacts leads from the partner region offering them our software and mentioning our local partner capabilities
3. With the approval of the prospect lead, eramba passes along the contact to the partner
4. Partner connects with a new lead

Partner Program - General Benefits

Partners	Reseller	Certified Partner	Gold Certified Partner
Trainings	No	Yes	Yes
Dedicated Partner Trainings	No	Recorded Session	One to One
Online Event with shared customers / Leads	No	No	Dedicated Event
Lead Sharing	No	No	Possible
Participation in Partner Meetings	No	Possible	Yes
Allowed to deliver eramba implementation services	No	No	Yes
Master, New and Renewed License Discounts	No	Yes	Yes
Partner Dedicated Eramba Resource	No	No	Yes
Partner Dedicated Forum	Yes	Yes	Yes

Partner Program - Requirements

Your company needs...	Certified Partner	Gold Certified Partner
Master License	Yes	Yes
Minimum 10 active clients	No	Yes
GRC Experts (LinkedIn, Certs, Etc)	Yes	Yes
Eramba Certificates	Yes	Yes
Partner Agreement	Yes	Yes
Website / LinkedIn Presence	Yes	Yes
Marketing Budget	No	Yes - Negotiated
Sales & Growth Targets	No	Yes - Negotiated
Follow up Calls (1 Hour)	Monthly	Monthly
Partner Consultant	No	Yes

Partner Program - Software Rebates

Number of Customers	Partner Tier	Rebate for Master / New / Renew Licenses On-Premise License	Rebate for Master / New / Renew Licenses SaaS License
No Customer	Certified Partner	Not applicable	Not applicable
1-4	Certified Partner	10% New, Renew & Master	10% New, Renew & Master
5-9	Certified Partner	20% New, Renew & Master	20% New, Renew* & Master
10-19	Gold Certified Partner	30% New & Renew, %100 Master	30% New & Renew, %100 Master
+20	Gold Certified Partner	Negotiable	Negotiable

- *Rebates are applicable only for as long the Partner has a valid and active Partner Contract with eramba*
- *If the lead comes from eramba and not from the partner, rebates are lowered by %50. For example, the standard rebate for a Gold Certified Partner is %40, but if the lead for that sale was originated by eramba the rebate will be %20.*

Partner Program - Consulting Rebates

Number of Customers	Partner Tier	Rebate for Master / New / Renew Licenses On-Premise License
No Customer	Certified Partner	Not applicable
1-9	Certified Partner	10% from any consulting Fees
10-19	Gold Certified Partner	20% from any consulting Fees
+20	Gold Certified Partner	Negotiable

- *Rebates are applicable only for as long the Partner has a valid and active Partner Contract with eramba*
- *If the lead comes from eramba and not from the partner, rebates are lowered by %50. For example, the standard rebate for a Gold Certified Partner is %20, but if the lead for that sale was originated by eramba the rebate will be %10.*

Certified to Gold Partner Roadmap



You have a staffing growth plan / business plan



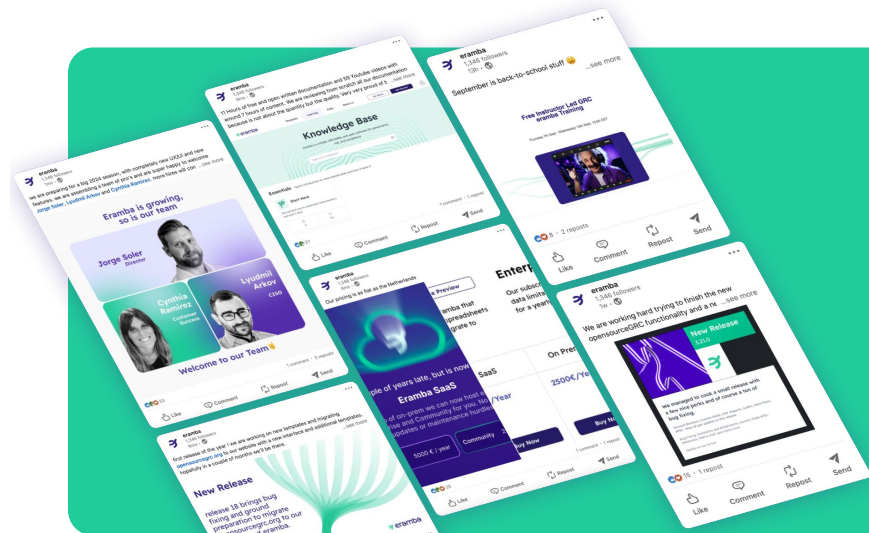
You have been a partner in “Certified” for more than two years



We offer you:

- One to One eramba / Sales training (3 Hour Workshop)
- Free SaaS License
- 3 Hour online Event

Join our Partner Community



**Follow Us nad Spread
the Word**

Follow our LinkedIn for Updates, Stories
Interviews and More!





Embracing the Power of the GRC Community

We aren't just another GRC company that's focused on profits.
Join our growing community to democratise GRC all around the world

eramba.org

Partner Program - Agreed Conditions

Partners	Partner Specific Agreements Detailed Below
Trainings	
Dedicated Partner Trainings	
Online Event with shared customers / Leads	
Lead Sharing	
Participation in Partner Meetings	
Allowed to deliver eramba implementation services	
Master, New and Renewed License Discounts	
Partner Dedicated Eramba Resource	
Partner Dedicated Forum	