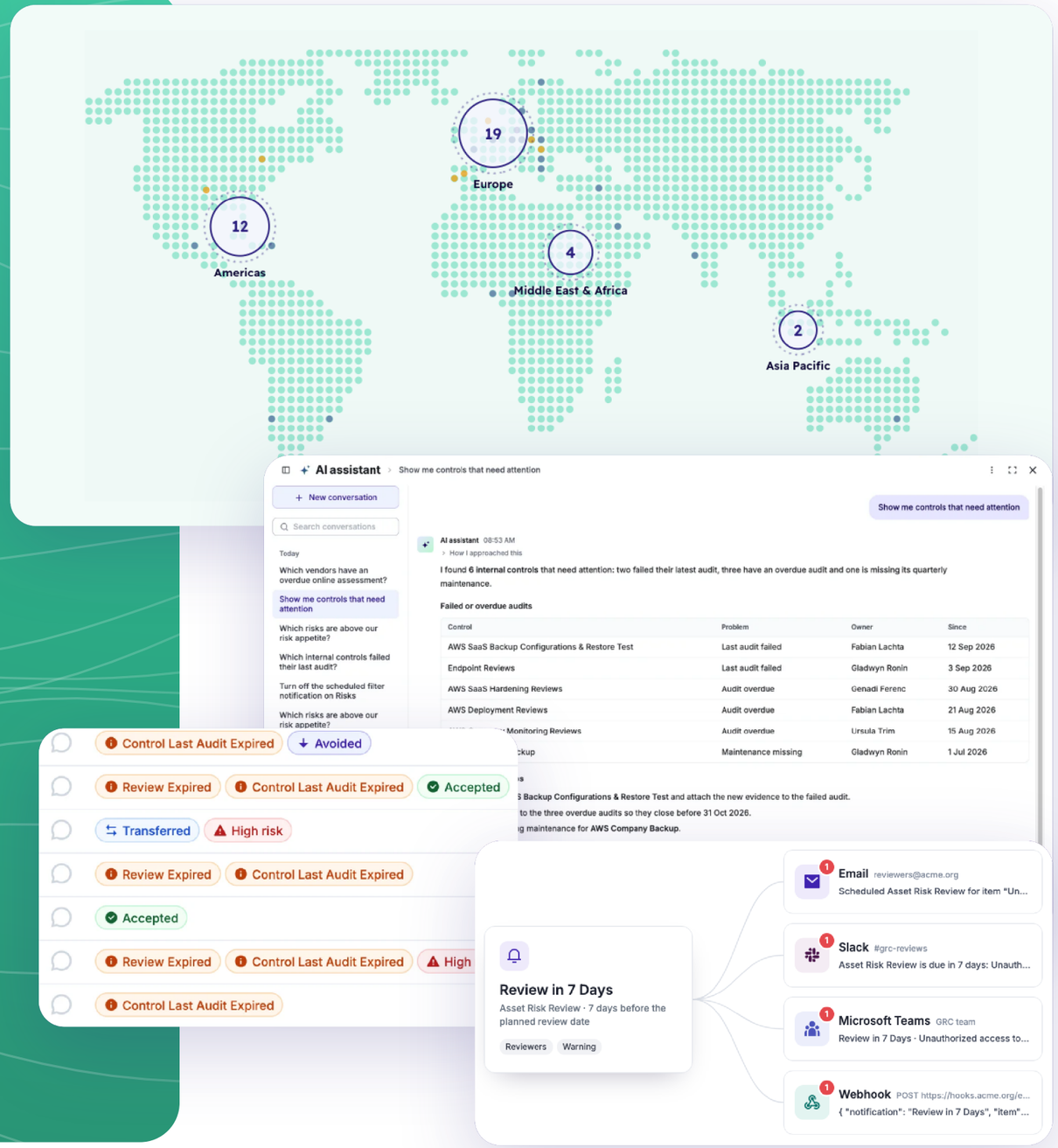
eramba

Partner Program

Sell eramba and provide your own GRC services on top of it, with training, rebates and leads from us.

Version 1.4 · 5 November 2026



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 year on year

Open
Pricing and documentation are public

Why eramba?

GRC is not rocket science.

Simple and open to everyone	Built on the values of community projects: simplicity, openness and fair pricing.
Easy to understand ROI	We never understood why GRC tools cost so much, so we have one flat price for everyone.
Built by GRC practitioners	GRC practitioners around the world built eramba to make their own jobs easier.
Open library and community knowledge	No private portals or closed forums. Our documentation and forum are public and open to everyone.
Self-hosted or SaaS	Customers run eramba on their own servers or we host it for them, in the EU or the US.

Typical use cases

Compliance Management

PCI, ISO, SOX, financial and legal regulations, ESG metrics and more. Whatever your goals, eramba helps you build and monitor your compliance.

Risk Management

Asset, third-party and business risks. Identify, analyse, treat and communicate risks, all in one place.

Internal Controls and Policies

Define controls and policies and how and when to test them. Notifications and automation make gathering evidence easy.

Vendor Assessments

Write your own questionnaires on any topic and send them to your vendors to collect the answers in one place.

Built-in modules

- **Compliance Management** — ISO, PCI, NIST and your own custom requirements.
- **Risk Management** — Your own classifications, calculations and risk matrix, across the risk lifecycle.
- **Online Questionnaires** — Build questionnaires from a CSV or our templates and upload them.
- **Policy Management** — Upload policies, procedures and standards and manage their reviews.
- **Internal Controls** — Define internal controls and automate how you test them.
- **Account Reviews** — Pull accounts from your systems and send them to the right reviewers.
- **Incident Management** — Define an incident lifecycle and document incidents and their updates.
- **Project Management** — Projects, tasks, deadlines and status, with notifications, reports and filters.
- **Awareness Program** — Your own videos and disclaimers for the people in your LDAP directory.
- **REST API** — Send and receive REST calls on actions you configure.

eramba

Flat pricing for everyone

Community		Enterprise
Free		**€2,500** per year, self-hosted **€5,000** per year, SaaS in the EU or US
Self-hosted · SaaS on request		
Free and open. Move to Enterprise whenever you want.		No user or data limits, every module included.
Your servers	Where it runs	Your servers, or hosted by us
No limits	Users and data	No limits
Manual	Upgrades	One click, or done by us on SaaS
Automatic	Backups	Automatic, or done by us on SaaS
Forum and documentation	Support	E-mail

Community or Enterprise

Community covers four of the seven use cases. Enterprise has all of them and every feature.

Use cases

MODULE	COMMUNITY	ENTERPRISE
Risk Management	Yes	Yes
Compliance Management	Yes	Yes
Data Privacy	Yes	Yes
Incident Management	Yes	Yes
Awareness Program	No	Yes
Account Reviews	No	Yes
Online Assessments	No	Yes

Features

FEATURE	COMMUNITY	ENTERPRISE
Data views and filters	Yes	Yes
Access management	Yes	Yes
Notifications	No	Yes
Dynamic statuses	No	Yes
Custom fields	No	Yes
REST API	No	Yes
Automations	No	Yes

The partner program



Partners grow their business by selling eramba and providing their own services on top of it. We back them with training, rebates and more.

Dedicated partner training

Recorded sessions and one-to-one training built for partners.

Rebates

A rebate that grows with your number of customers, on the first purchase and on every renewal.

More benefits

Exclusive benefits that bring us closer and help us both grow.

Your opportunity

Localization

Local partners speak the customer's language, know the local regulations and implement and maintain eramba professionally.

Training

Onsite training and implementation workshops that help customers get started.

Managed service

Partners run the customer's GRC program with eramba as a managed service.

Growth

Grow faster through economies of scale.

Long-term relationships

Guide customers through their whole GRC journey.

Annual awards

Every year we recognise three partners for what they achieved with eramba.



Fastest growing

For the partner who grew fastest and added most to our shared success.



Highest retention

For the partner most committed to customer satisfaction.



Best seller

For the partner with the strongest sales of eramba.

Partner tiers

RESELLER

Reseller

0%

rebate

- No partner benefits

CERTIFIED

Certified Partner

10–30%

rebate

- One active trial
- One shared event
- Your logo on our website
- Consulting opportunities and rebates

GOLD CERTIFIED

Gold Certified Partner

20–40%

rebate

- Three active trials
- One-to-one events
- Your logo on our website
- Consulting opportunities
- Rebates and leads

Lead sharing

Gold Certified partners

WHY IT MATTERS

- The eramba community brings us thousands of leads a year.
- Partners usually earn more from consulting than from eramba licence rebates.
- Gold partners get our leads in their region to promote their GRC consulting.

HOW IT WORKS

1. The partner signs our partner contract and privacy terms.
2. We contact leads from the partner's region, offer them eramba and mention the local partner.
3. If the prospect agrees, we pass the contact to the partner.
4. The partner connects with a new lead.

General benefits

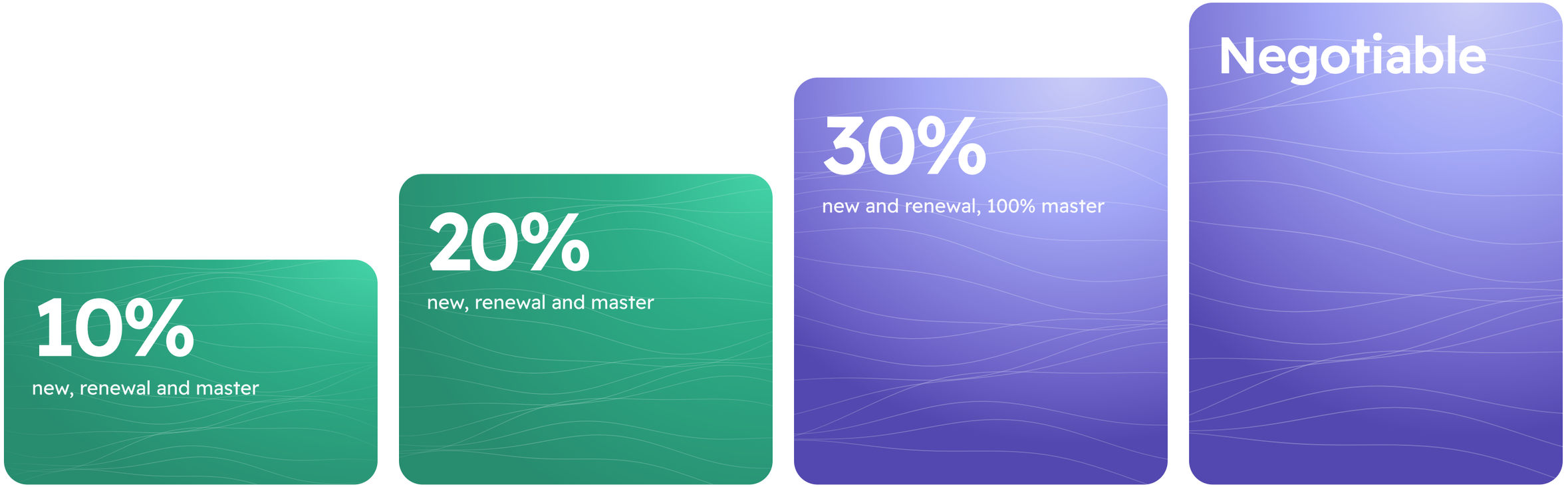
BENEFIT	RESELLER	CERTIFIED	GOLD CERTIFIED
Training	No	Yes	Yes
Dedicated partner training	No	Recorded sessions	One to one
Online event with shared customers or leads	No	No	Dedicated event
Lead sharing	No	No	Possible
Partner meetings	No	Possible	Yes
Delivers eramba implementation services	No	No	Yes
Discounts on master, new and renewed licences	No	Yes	Yes
Dedicated eramba contact	No	No	Yes
Partner forum	Yes	Yes	Yes

Requirements

YOUR COMPANY NEEDS	CERTIFIED	GOLD CERTIFIED
Master licence	Yes	Yes
At least 10 active customers	No	Yes
GRC experts (LinkedIn, certifications)	Yes	Yes
eramba certificates	Yes	Yes
Partner agreement	Yes	Yes
Website and LinkedIn presence	Yes	Yes
Marketing budget	No	Yes, negotiated
Sales and growth targets	No	Yes, negotiated
Follow-up calls (1 hour)	Monthly	Monthly
Partner consultant	No	Yes

Software rebates

The same for self-hosted and SaaS licences. No customers yet: Certified, rebate not applicable.



1–4 customers
Certified

5–9 customers
Certified

10–19 customers
Gold Certified

20+ customers
Gold Certified

Rebates apply only while the partner has a valid, active partner contract with eramba.
When the lead comes from eramba and not from the partner, the rebate is halved. Example: a Gold Certified partner's standard 30% becomes 15%.

Consulting rebates

On self-hosted licences. No customers yet: Certified, rebate not applicable.



1–9 customers
Certified



10–19 customers
Gold Certified



20+ customers
Gold Certified

Rebates apply only while the partner has a valid, active partner contract with eramba.
When the lead comes from eramba and not from the partner, the rebate is halved. Example: a Gold Certified partner's standard 20% becomes 10%.

From Certified to Gold

CERTIFIED · YOU CAN MOVE UP WHEN

- You have a staffing growth plan or a business plan.
- You have been a Certified partner for more than two years.

GOLD CERTIFIED · WE OFFER YOU

3 h
One-to-one eramba and sales training workshop

Free
SaaS licence

3 h
Online event

Follow us and spread the word

Updates, stories, interviews and more on the eramba LinkedIn page. Share them with your customers.

linkedin.com/company/eramba





Embracing the power of the GRC community

We are not just another GRC company focused on profits. Join our growing community and help democratise GRC all around the world.

eramba

eramba.org

Agreed conditions

Partner: [name] · Agreed on: [date]

BENEFIT	AGREED FOR THIS PARTNER
Training	
Dedicated partner training	
Online event with shared customers or leads	
Lead sharing	
Partner meetings	
Delivers eramba implementation services	
Discounts on master, new and renewed licences	
Dedicated eramba contact	
Partner forum	