

Okta Partner Connect

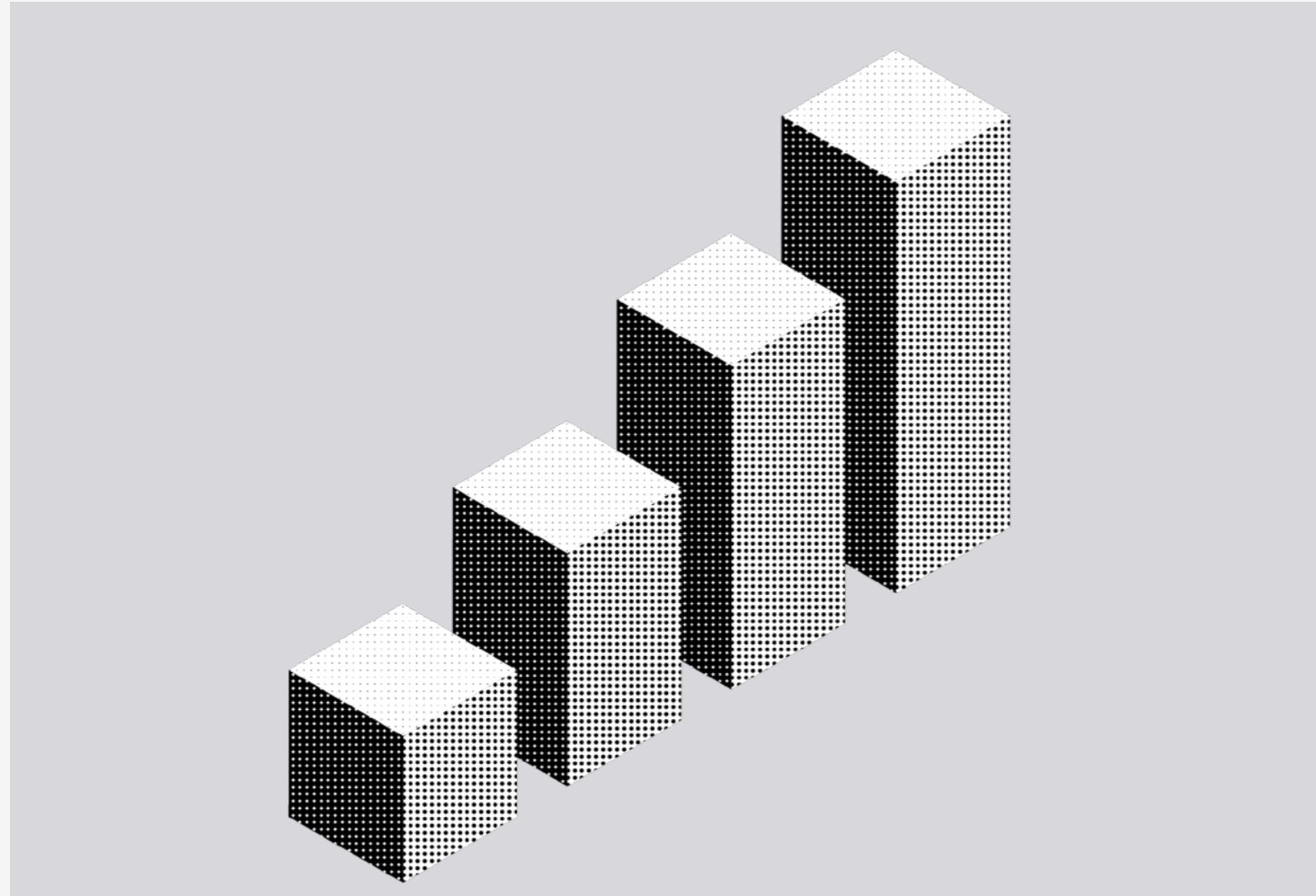
Grow a profitable identity practice

Together, we're revolutionizing a market and taking identity mainstream



Partners are at the center of what we do

Okta views partners as a critical extension of our own salesforce. At Okta, we believe that if you want to go far, you go together. Work with us to enable any organization to use any technology.



The market opportunity is growing

Billions in the extended enterprise market, and the customer identity market is even larger.

Partner Program

One program for all

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.

- Distributor**
Resale via Solution Providers
- Global Systems Integrator**
Refer, resell, deliver services and manage services
- Technology Partner**
Refer, resell, integrate, embed and OEM
- Managed Service Provider**
Deliver Okta as a managed service
- Solution Provider**
Refer, resell, and deliver services

A short list of benefits you'll love

- Training and enablement**
Fastest ways to success. Sales, Presales, Okta Certifications and 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 Marketing Development 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.



Additional revenue opportunities:

Services Delivery Specialization

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

Identity Leader

Read reports from industry experts to learn why Okta is a leader.

Gartner Magic Quadrant for Access Management

A 'Leader' in the Gartner Magic Quadrant for Access Management, 2020

[Learn more](#)

Forrester Wave: Zero Trust eXtended Ecosystem Platform Providers

A 'Leader' in the Forrester Wave™: Zero Trust eXtended Ecosystem Platform Providers, Q4 2019

[Learn more](#)

Remote Workforce Security Report

This report covers key findings on the state of the new remote workforce

[Learn more](#)

The Okta Identity Cloud is an independent and neutral platform that securely connects the right people to the right technologies at the right time. More than 10,000 organizations trust Okta's software and APIs to sign in, authorize, and manage users.

Solutions

One platform, infinite ways to connect to employees and customers.

Customer Identity

Create frictionless registration and login for your apps.

[Learn more](#)

Workforce Identity

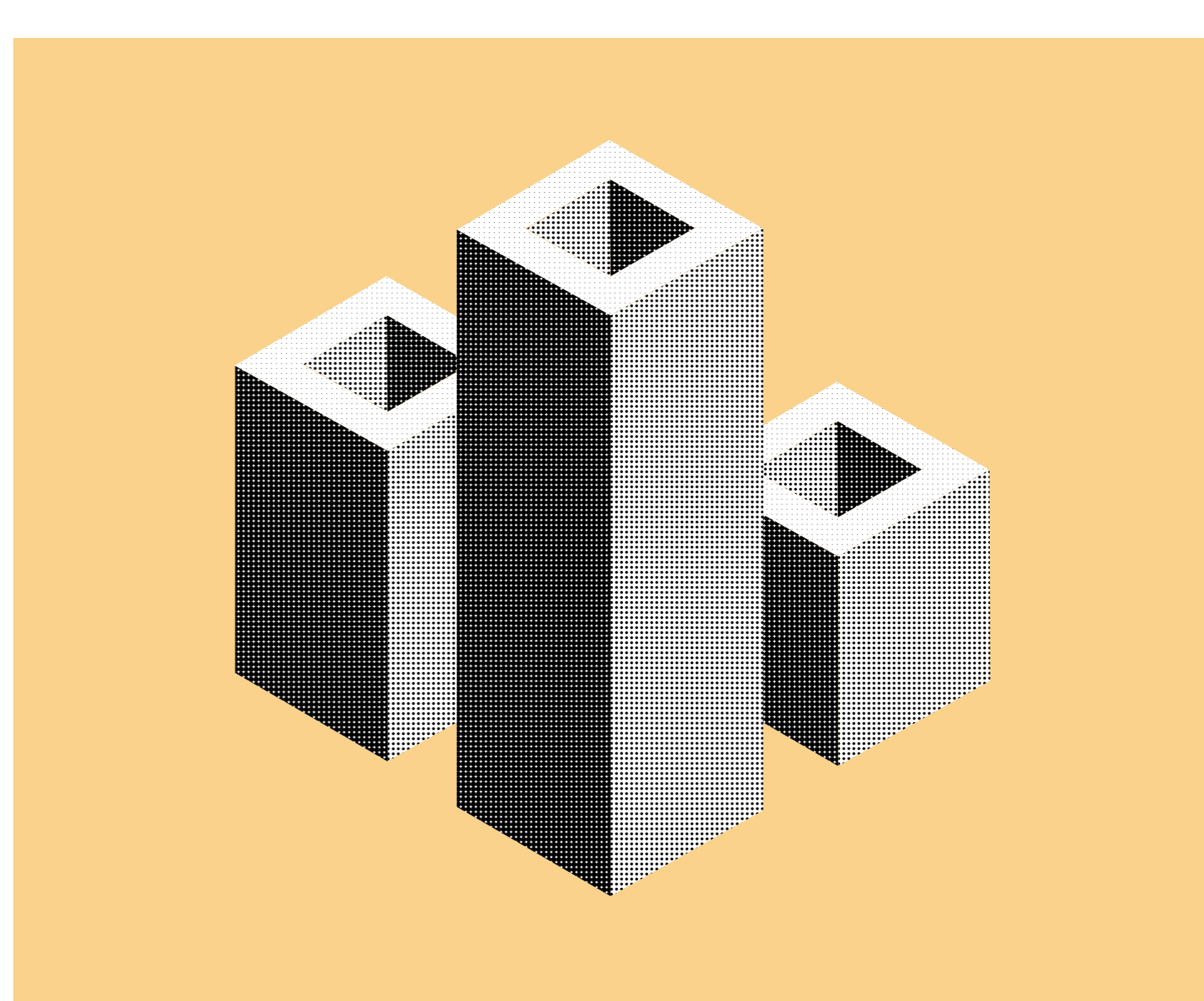
Protect and enable your partners, employees, and contractors.

[Learn more](#)

Platform Services

Benefits of Okta Platform Services

- Build faster**
Build new features to cover more use cases faster by combining pre-made components.
- Customize more easily**
Tailor Okta to your business using no-code, low-code, or pro-code options.
- Extend across your tech stack**
Easily connect to third-party apps and systems to enhance security and user experience.



Okta Integration Network

With over 7000 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.

When you win, we win

To join Okta Partner Connect, email partners@okta.com or visit okta.com/partners

[Contact us](#)