

MSSP Program

Own the Runtime. Share the Upside.

You Keep
50% Revenue Share
Recurring · No minimums · Scales with usage

REVENUE MODEL

How You Earn

At every tier, every renewal, every upsell

- **50% of ARR** paid directly — no clawbacks, no minimums
- **Usage-led expansion** — revenue scales with customer workloads
- **Monthly recurring** — predictable, forecastable on your P&L
- **Co-sell support** — AccuKnox AE joins every deal above \$25K

SERVICES YOU DELIVER

Your Managed Portfolio

Premium services customers pay a markup for

- **Zero Trust Runtime** policy management for Kubernetes & VMs
- **CSPM + KSPM** compliance reporting — CIS, NIST, SOC 2, ISO
- **AI-SPM** monitoring for customers deploying LLMs or AI pipelines
- **eBPF-powered detection** — zero agent overhead, high signal fidelity

ENABLEMENT STACK

Live in 30 Days

Everything needed from day one

- **White-label ready** — UI, reports, and alerts in your brand
- **Dedicated SE overlay** — AccuKnox engineer on your first 5 accounts
- **Sales battlecards** vs Wiz, Prisma, Sysdig — ready to pitch
- **Multi-tenant portal** — manage all customers from one pane

\$0
Upfront licensing cost to partner

30-day
Time to first managed customer

3x
Revenue vs resell-only margin

AI
Only MSSP-ready AI-SPM in market

About AccuKnox

AccuKnox is a Zero Trust CNAPP Cloud Security protects API Security, CDR, SIEM, Public clouds, Private clouds, Kubernetes, VMs, Bare metals, IoT Edge, and 5G security.

