

CONSULTING PARTNER AGREEMENT

Template Version: 1.0 | Last Updated: August 2026

1. PARTNER DETAILS

Partner Name	[INSERT]
Company Registration	[INSERT]
Primary Services	[GRC / ISO 27001 / NIS2 / GDPR / CRA / Other]
Principal Contact	[INSERT]
Email	[INSERT]
Certification Status	[Certified / In Training / Pending]
Agreement Start Date	[INSERT]
Agreement End Date	[INSERT: Typically 12 months]

2. PROGRAM OVERVIEW

Program Type: Consulting Partner **Program Code:** CONS

Unicis Tech OÜ (“Unicis”) engages [Partner Name] (“Partner”) as a Consulting Partner under the Unicis Partner Programme. As a Consulting Partner, you deliver GRC, ISO 27001, NIS2, GDPR, CRA and other implementation projects on top of the Unicis platform, with certified expertise and support from Unicis.

3. CERTIFICATION PROGRAM

3.1 Unicis Partner Certification

Mandatory for all Consulting Partners

Certification includes:

- 2-hour online training (modules: Platform overview, Frameworks, Partner sales process)
- Hands-on lab environment access
- Knowledge assessment (pass/fail)
- Digital badge upon completion

Renewal: Annually (1 hour refresher + assessment)

3.2 Certified Partner Benefits

Certified partners receive:

- **Certified Partner Badge** (use in marketing, LinkedIn, proposals)
- Listing in **Unicis Partner Directory** (with verified credentials)
- Logo & badge for website
- “Recommended Implementation Partner” designation
- Priority access to Unicis resources

3.3 Specializations

Upon certification, Partner may specialize in:

- ☐ ISO/IEC 27001 implementation
- ☐ EU NIS2 compliance
- ☐ GDPR compliance
- ☐ CRA (Cyber Resilience Act)
- ☐ SOC 2 / NIST CSF
- ☐ Awareness training & culture
- ☐ Risk management
- ☐ Vendor assessments

4. SERVICE DELIVERY MODEL

4.1 Engagement Types

Consulting Partners may engage customers in:

- **Full implementation** (start → completion)
- **Gap assessment** (where-are-we analysis)
- **Framework configuration** (setup + training)
- **Ongoing advisory** (retainer model)
- **Training delivery** (certifications, workshops)
- **Compliance readiness audits**

4.2 Unicis Platform Usage

During engagements:

- Partner sets up customer Unicis workspace
- Partner configures frameworks (ISO 27001, NIS2, etc.)
- Partner trains customer team on platform
- Customer manages platform ongoing
- Partner bills customer for services (independent commercial relationship)

4.3 Pricing & Deal Protection

Partner sets own service rates. Examples:

- Hourly rate: €100-300/hour (typical)
- Fixed-fee engagement: €5,000-50,000+ (depends on scope)
- Retainer: €500-5,000/month

Deal Registration: Partner notifies Unicis of significant opportunities (€10k+) to avoid conflicts.

5. TRAINING & CERTIFICATION PROGRAMS

5.1 Unicis Training Academy

Partners have access to:

- Recorded training modules (ISO 27001, NIS2, GDPR, frameworks)
- Live monthly Q&A sessions
- Certification exam (proctored)
- Updates on new features, frameworks, best practices

Access: Included with Consulting Partner status

5.2 Customer Training

Partners may deliver:

- **Unicis Platform Training** (1-2 day workshop)
- **Framework-specific training** (ISO 27001, NIS2, etc.)
- **Compliance awareness training** (via Unicis IAP)
- **Cybersecurity controls training**

Partner billing is independent; Unicis provides materials.

5.3 Trainer Certification

(Optional)

Partners wishing to become **Unicis Certified Trainers** must:

- Complete Unicis Train-the-Trainer program
- Deliver at least 2 pilot training sessions
- Pass trainer certification exam
- Agree to maintain quality standards

Benefits:

- “Certified Trainer” badge
- Listing in Unicis Trainer directory
- Access to latest training materials
- Annual renewal (no exam required)

6. PARTNER DIRECTORY LISTING

6.1 Public Listing

Certified Consulting Partners are listed with:

- **Company name, logo, website**
- **Location(s) & service regions**
- **Specializations** (ISO 27001, NIS2, etc.)

- **Contact information**
- **Customer testimonials** (optional)

Listing URL: [unicis.tech/partners/\[partner-slug\]](https://unicis.tech/partners/[partner-slug])

6.2 Lead Referrals

Unicis may refer inbound leads to Partners:

- Unicis receives > quota customer leads
- “I need implementation help” inbound requests
- Geographic/vertical alignment

No exclusivity. Lead referral is best-effort, not guaranteed volume.

7. PARTNER RESPONSIBILITIES

- Complete Unicis Partner Certification (initial + annual renewal)
- Maintain professional standards in customer engagements
- Deliver quality implementation & training services
- Represent Unicis professionally & accurately
- Respond to customer inquiries within 24-48 hours
- Report implementation status monthly to Unicis (if deal registered)
- Notify Unicis of customer adoption/expansion
- Comply with GDPR, data protection, and security standards
- Not resell Unicis licenses (refer to Reseller program instead)
- Not publicly disclose customer names without permission

8. UNICIS RESPONSIBILITIES

- Provide Unicis Partner Certification program (free)
- Maintain stable, documented Unicis platform
- Provide implementation support (escalations)
- List Partner in public directory
- Refer qualified leads to Partner
- Assign dedicated partner manager
- Provide co-marketing support (blog, webinar, case study)
- Maintain professional relationship with Partner
- Offer annual partner summit & networking

9. IMPLEMENTATION SUPPORT

9.1 Technical Support

For Partner customers:

- **First-line support:** From Consulting Partner
- **Tier-2 escalation:** Unicis technical support

- **Response time:** 24 business hours for non-critical issues
- **Response time:** 4 hours for critical/production issues

9.2 Knowledge Base

Partner has access to:

- Unicis platform documentation
- Framework implementation guides
- Best practices & case studies
- Troubleshooting guides
- Feature roadmap (non-public)

9.3 Partner Manager

Each Consulting Partner assigned:

- **Named Partner Manager** (primary contact)
- **Joint quarterly reviews** (pipeline, pipeline forecasting)
- **Monthly office hours** (technical Q&A)
- **Annual partner planning** (growth strategy)

10. CO-SELLING & GO-TO-MARKET

10.1 Co-Marketing

Unicis supports Partners through:

- Blog post: “Case Study: [Partner] + Unicis”
- Social media promotion (LinkedIn, Twitter)
- Webinar: Live implementation demo
- Co-branded one-pager or datasheet
- Trade show presence (joint booth, lead sharing)

10.2 Joint Sales

For significant opportunities:

- Partner + Unicis team joint discovery call
- Unicis CEO/team available for customer calls
- Joint proposal (platform + services)
- Unicis handles any questions on platform

10.3 Unicis Customer Base

- Partners may propose additional services to existing Unicis customers
- No exclusivity; Unicis may refer other Partners too
- Recommend checking with Unicis before large outbound pushes

11. COMPLIANCE & DATA PROTECTION

Partner agrees to:

- Comply with GDPR, CCPA, and data protection laws
- Execute Unicis Data Processing Agreement (DPA)
- Maintain customer data confidentiality
- Implement appropriate security measures
- Not access customer data unnecessarily
- Delete customer data per contractual terms
- Report security incidents within 24 hours
- Maintain SOC 2 Type II or ISO 27001 certification (recommended)

12. PAYMENT & INVOICING

Revenue Model: Direct customer engagement

- Unicis does NOT pay Partner for implementation services
- Partner bills customer directly (or via own invoicing)
- Unicis receives payment for Unicis platform subscription
- Partner receives payment for Partner's consulting services

Example Deal Flow:

1. Partner discovers customer need for compliance
2. Partner proposes combined solution: Unicis platform + Partner implementation
3. Partner invoices customer for: "Consulting & Implementation: €20,000"
4. Customer separately buys Unicis license: €5,000/year
5. All payments independent

13. TERMINATION

13.1 Termination Rights

Either party may terminate with 60 days written notice.

13.2 Post-Termination

- Certified badge access revoked immediately
- Directory listing removed within 30 days
- Partner may continue serving existing customers
- Customer data archived for 90 days post-termination
- All confidential materials returned to Unicis

14. FINANCIAL TERMS

Certification Cost	Free
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Annual Renewal Cost	Free
Training Access	Included
Directory Listing	Free
Partner Manager	Included
Co-Marketing	Best-effort (included)

15. SIGNATURE & ACCEPTANCE

Partner Name	
Authorized Signatory	
Title	
Date	
Unicis Representative	
Date	

16. NOTES & SPECIAL TERMS

[INSERT ANY CUSTOM TERMS, SPECIALIZATIONS, SERVICE COMMITMENTS, TERRITORY RESTRICTIONS, OR SPECIAL ARRANGEMENTS]

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Certification Status Tracker:

- Initial certification: [] Scheduled / [] Passed
- Certification date: _____
- Annual renewal due: _____
- Specializations: [ISO 27001 / NIS2 / GDPR / Other]

Document Status: Draft | Last Reviewed: [DATE]

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