

UNICIS PARTNER PROGRAM

Welcome to the Unicis Partner Programme.

Join a growing ecosystem of consultants, MSSPs, resellers, integrators, and technology companies helping organizations navigate cybersecurity, privacy, and compliance — together.

▣ APPLY TO BECOME A PARTNER

Ready to partner with Unicis? Complete our partnership application form:

▣ [Apply Now - Partnership Registration Form](#)

Typical approval timeline: 2-3 weeks | **No application fees** | **Free to join**

▣ PARTNERSHIP PROGRAMS

Unicis offers **5 partnership models** designed to fit your business. Choose one, combine multiple, or apply for **Premier Partner** access to all channels with guardrails.

REFERRAL PARTNERS

Refer customers to Unicis and earn recurring commission.

Commission Structure	20% recurring revenue share (lifetime of customer subscription)
Commitment	None — refer at your pace
Ideal For	Consultants, advisors, accountants, legal professionals
Key Benefits	Dedicated partner portal, co-branded materials, partner manager support

▣ **Full Template:** [Referral Partner Agreement](#)

RESELLER PARTNERS

Resell Unicis licences directly to your customers under your own brand or as part of managed services.

Pricing Model	Up to 30% margin on licences (volume-tiered)
Service Models	Cloud SaaS, self-hosted, white-label options
Commitment	No minimum order requirement
Ideal For	MSSPs, IT service providers, system integrators
Key Benefits	White-label option, priority support, joint go-to-market, volume discounts

□ **Full Template:** [Reseller Partner Agreement](#)

TECHNOLOGY PARTNERS

Integrate your product with Unicis via REST API, webhooks, or MCP servers. Build connectors and automations that extend the platform.

Integration Types	REST API, webhooks, MCP servers, custom integrations
Revenue Model	Co-sell share on integrated deals
Commitment	Integration must be production-ready
Ideal For	SaaS companies, security vendors, workflow tools (n8n, Zapier, Snyk)
Key Benefits	Listed in integration directory, co-marketing, early API access, co-sell opportunities

□ **Full Template:** [Technology Partner Agreement](#)

CONSULTING PARTNERS

Deliver GRC, ISO 27001, NIS2, GDPR, and CRA implementation projects on top of Unicis platform. Certify your team and become a recommended implementation partner.

Certification	Free mandatory training (~2 hours) + certification exam
Revenue Model	Direct service billing (you set your rates)
Specializations	ISO 27001, NIS2, GDPR, CRA, risk management, awareness training
Ideal For	GRC consultancies, DPOs, cybersecurity firms, law firms
Key Benefits	Certified partner badge, training academy access, partner directory listing, lead referrals, deal protection

□ **Full Template:** [Consulting Partner Agreement](#)

PREMIER PARTNERS

All-access program with flexible engagement across Referral, Reseller, Technology, AND Consulting channels — with clear rules to prevent conflicts.

Requirements	One of: €50k+ revenue commitment OR 10+ customer commitments OR strategic fit
Minimum Term	24 months (with quarterly business reviews)
Revenue Models	All four channels (choose per deal to avoid conflicts)
Ideal For	Ambitious partners wanting multi-channel revenue with support from Unicis
Key Benefits	Dedicated partner manager, priority support, quarterly reviews, co-marketing, early access, annual summit

Core Principle: Premier Partners can work across all channels, but follow deal registration rules to ensure transparency and prevent double-dipping.

□ **Full Template:** [Premier Partner Agreement](#)

PROGRAM COMPARISON

Feature	Referral	Reseller	Technology	Consulting	Premier
Revenue Share	20% recurring	20-30% margin	Co-sell (varies)	Direct billing	All four models
Commitment	None	None	Integration ready	Certification	24-month minimum
Partner Manager	Upon request	☐ Yes	☐ Yes	☐ Yes	☐ Yes (dedicated)
Certification Required	☐ No	☐ No	☐ No	☐ Yes (~2 hrs)	☐ Yes
Directory Listing	☐ No	☐ Yes	☐ Yes	☐ Yes	☐ Yes (Premier tier)
Co-Marketing	Limited	☐ Yes	☐ Yes	☐ Yes	☐ Yes (proactive)
Quarterly Reviews	☐ No	☐ No	☐ No	☐ No	☐ Mandatory
Early API Access	☐ No	☐ No	☐ Yes	☐ No	☐ Yes
White-Label Option	☐ No	☐ Yes (qualified)	☐ No	☐ No	☐ Yes (if Reseller)
Application Fee	Free	Free	Free	Free	Free

HOW TO CHOOSE YOUR PROGRAM

Ask yourself:

1. What's your primary business model?

- "I refer customers but don't deliver services" → **Referral**
- "I sell/resell software licenses" → **Reseller**
- "I build integrations & APIs" → **Technology**
- "I implement compliance projects" → **Consulting**
- "I do multiple things at scale" → **Premier**

2. What's your commitment level?

- "Ad-hoc / opportunistic" → **Referral** (no commitment)
- "Regular but flexible" → **Reseller or Technology** (no formal targets)
- "I want structure & growth" → **Consulting or Premier** (targets + reviews)

3. Do you want multiple revenue streams?

- "One model is enough" → Pick one program
- "Multiple models, but with safeguards" → **Premier Partner** (deal registration prevents conflicts)

KEY PRINCIPLES

No Double-Dipping

Partners cannot stack multiple revenue models on the same customer/deal.

Example:

- ☐ Refer customer (earn 20% commission) AND later resell to them (earn 30% margin)
- ☐ Refer customer (earn 20% commission) to one company; Resell to a different company

How it works in Premier Program: You register each deal with ONE revenue model. That model is locked in for that customer.

Transparency & Deal Registration

For significant opportunities (€10,000+), Premier & Consulting Partners register deals with Unicis.

Benefits:

- Prevents conflicts with other partners
- Locks in revenue model for that customer
- Enables Unicis to support you effectively
- Protects your commission/margin

Fair Revenue Sharing

Program	Who Earns	How Much
Referral	Partner	20% recurring
Reseller	Partner	20-30% margin
Consulting	Partner	Direct service rates (you decide)
Technology	Both	Co-sell share (10-20%)
Premier	Partner (one model per deal)	Per selected model

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☐ PARTNERSHIP PROCESS

From Application to First Deal in 4 Steps

1 ☐ APPLY

Fill out the [partnership registration form](#).

Tell us:

- About your business
- Your customers
- Which program(s) fit you

Review timeline: 3 business days

2 ☐ ONBOARDING

Once approved:

- 1-hour onboarding call with your Partner Manager
- Access to Partner Portal (customer management, billing, referral tracking)
- Sales materials, demo environment, API docs

- Product training (if needed for your program)

Timeline: 5-10 business days

3 **CERTIFICATION (if applicable)**

For Consulting & Premier Partners:

- Complete Unicis Partner Certification (~2 hours, online)
- Covers: Platform overview, frameworks (ISO 27001, NIS2, GDPR), sales process
- Free; no exam fee

Timeline: 30 days

4 **START CO-SELLING**

- Register your first deal (if Premier/Consulting)
- Access co-branded proposals
- Leverage Unicis support for joint customer calls
- Start earning commissions/margins
- Attend quarterly business reviews (if Premier)

First deal closed: Typically within 30-90 days

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SUPPORT & CONTACT

Question Type	Contact	Response Time
Application status	partners@unicis.tech	3 business days
Technical (API, integration)	partners@unicis.tech	24 hours
Partnership strategy	[Partner Manager]	48 hours
Contract/legal	partners@unicis.tech	1 week

Partner Manager assignments begin after onboarding.

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MARKETS & FOCUS

Unicis is used globally, with particular strength in:

- **Primary:** Germany, Estonia, EU/EEA
- **Growth:** UK, France, Nordics, Switzerland
- **Emerging:** Asia-Pacific, North America

We actively seek partners in:

- Regulated EU markets (financial services, healthcare, critical infrastructure)
- Growth markets (startups, SMEs navigating compliance)
- Vertical specializations (fintech, legal tech, SaaS)

▣ WHY PARTNER WITH UNICIS

Growing Market

The global GRC software market is projected to reach **\$64B by 2028**. Every organization needs compliance — your customers included.

Open-Source Advantage

Unicis is open-core. No vendor lock-in for your customers. Easier sales conversations. Self-hosted deployment options for regulated sectors.

Multi-Framework Platform

One platform covers:

- ▣ ISO/IEC 27001
- ▣ EU NIS2
- ▣ GDPR
- ▣ SOC 2
- ▣ NIST CSF
- ▣ CIS Controls
- ▣ C5
- ▣ PCI DSS
- ▣ CRA
- ▣ And more...

The only tool your customers need across their compliance journey.

Recurring Revenue

SaaS subscription model means you earn recurring commission/margins — not a one-time fee.

Example: 20% referral commission on a €100/month customer = €20/month for 60+ months (if customer stays).

Dedicated Partner Success

You get:

- Named Partner Manager
- Co-selling support
- Joint pipeline reviews
- Access to partner community
- Not just a portal login

European-First Focus

Built for European regulation (GDPR, NIS2, C5, BSI), Unicis is the natural choice for partners serving the EU market — especially Germany.

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📄 ALL PARTNERSHIP TEMPLATES

Start here based on your program:

- 📄 [Referral Partner Agreement](#)
- 📄 [Reseller Partner Agreement](#)
- 📄 [Technology Partner Agreement](#)
- 📄 [Consulting Partner Agreement](#)
- 📄 [Premier Partner Agreement](#)

For program managers & internal team:

- 📄 [Partnership Program Overview](#) (this page)
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📄 FREQUENTLY ASKED QUESTIONS

Is there a fee to become a partner?

No. The Unicis Partner Programme is free to join. There are no upfront fees, no minimum commitments, and no certification costs.

What commission do referral partners earn?

Referral partners earn **20% recurring commission** on the net revenue of every converted customer for the lifetime of that customer's subscription.

Example: Refer a customer at €100/month → earn €20/month as long as they subscribe.

Can I self-host Unicis for my customers?

Yes. Reseller and Consulting partners can deploy Unicis on-premises or in a customer's private cloud. Self-hosted deployments are subject to a licence agreement.

Do you offer white-labelling?

White-label options are available for **qualified Reseller Partners** with minimum commitment. Contact your Partner Manager to discuss requirements.

How long does partner certification take?

The online certification is approximately **2 hours**. It covers the Unicis platform, key frameworks (ISO 27001, NIS2, GDPR), and the partner sales process.

Renewal is annual (1-hour refresher + assessment).

Can I combine multiple programs (Referral + Reseller + Consulting)?

Yes! Apply for **Premier Partner** program. You gain access to all four channels with clear rules:

- Choose ONE revenue model per customer (deal registration locks it in)
- Prevents conflicts and ensures transparency
- Requires 24-month commitment + quarterly reviews

Which markets does Unicis focus on?

Unicis is used globally but has strong focus on:

- **Germany** (primary market)
- **Estonia** (company HQ)
- **EU/EEA** (regulatory focus: GDPR, NIS2, C5)

We actively seek partners in regulated EU markets and growth regions.

How are disputes resolved?

For Premier & Consulting Partners:

1. Discussion with Partner Manager (3 business days)
2. Escalation to VP Partnerships (if unresolved)
3. Resolution within 10 business days

Standard programs have email support (partners@unicis.tech).

Can I terminate my partnership?

Referral/Reseller/Technology: Year-to-year; either party can terminate with 30 days notice.

Consulting: Typically annual after initial term; 60 days notice.

Premier: 24-month minimum term; 90 days notice to end initial term; 60 days thereafter.

No penalties for early termination (except Premier's 24-month minimum).

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📄 READY TO GET STARTED?

📄 [Complete Your Partnership Application Now](#)

Questions? Email: **partners@unicis.tech**

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Last Updated: August 2026 | **Version:** 1.0

For internal use: See [Partnership Program Admin](#) for management tools.

From:

<https://handbook.unicis.tech/> - **Unicis Handbook**

Permanent link:

<https://handbook.unicis.tech/partnerships/templates/start>

Last update: **18.08.2026 11:59**