



BROCHURE

# Global Physical Security Partner Program



# Driving business in enterprise-grade surveillance and incident management. **Together.**

The Global Physical Security Partner Program equips companies in the security industry with the tools and knowledge they need to differentiate their offerings with a comprehensive, holistic solution portfolio.

We do this by investing in curated training programs, advanced collaboration tools and leveraging the strength of the Octave brand as demonstrated by our installed base of thousands of customers in transportation, critical infrastructure, retail, safe cities and other industries across the globe.

# Global Physical Security Partner Program

The Global Physical Security Partner Program is a tiered framework designed to reward commitment, capability and customer impact. Whether you're just starting out or scaling an established practice, you'll find a clear path to develop, differentiate and accelerate.

Benefit from joint marketing resources, programs and opportunities to drive and reward lead generation, build your marketing campaigns, increase brand awareness and grow in our target vertical markets.

## **Differentiate your physical security offering**

Elevate and differentiate with a comprehensive, holistic solution portfolio that meets the demanding requirements of enterprise-class organizations in highly regulated industries. Our solutions are designed to integrate seamlessly into any physical security system, and include new cutting-edge and unique technologies.

## **Generate demand**

Your success isn't just our goal — it's our commitment. As a Octave physical security partner, you gain instant access to the insights, resources and guidance you need to excel at every stage of the sales journey. Our Partner Portal is available 24/7, with the right knowledge and tools always at your fingertips. And whenever you need strategic support, our marketing team is ready to help you elevate your demand-generation efforts and drive stronger results, thanks to the many years of practical experience in key verticals such as transportation, critical infrastructure, retail, safe cities and others.

## **Rely on expert service and support**

Organizations around the world are facing an increasing number of threats and risks, and customers rely even more on integrators to design solutions that effectively mitigate modern security challenges. Our partner program is built to equip you with comprehensive, purpose-driven tools tailored to every scenario. Its mission is to empower you to exceed customer expectations — delivering exceptional service, robust support and security strategies that safeguard everyday operations.

# Global Physical Security Partner Program

Each tier – Core, Advanced, Elite – includes additional tools and resources, but in every tier you benefit from:



### Flexible and inclusive benefits packages

with appropriate tools to meet business goals



### Free demo licenses

based on tier, with possibility to add products of interest



### Octave event passes

to international, regional and local events



### Networking and business development

with other partners through community-building efforts and annual meetings

# Why become a global physical security partner?

## Stay engaged with Octave's physical security business

Exploring engagement opportunities helps you build knowledge and drive success.

- Attend regional and global events and learn more about our latest innovations and share your achievements
- Take part in live and virtual roadshows hosted by our local sales teams to discover the latest technology and promote collaboration
- Participate in the Partner Council and meet with selected channel partners for more in-depth discussions on strategy, go-to-market and growth opportunities

## Joint marketing and sales collaboration

Engaging with your customers is key to growing your business.

- Take advantage of joint marketing resources, programs and opportunities, including joint case studies / success stories
- Drive and reward lead generation, build marketing campaigns and increase brand awareness
- Position your company and Octave for accelerated growth in our target vertical markets

## Training and technical support

Excelling in customer service and support solidifies your base.

- Explore our state-of-the-art online platform that provides self-paced and instructor-led online trainings across the globe
- Rely on our support team online to assist with technical support, installation help or answer hardware and software questions
- Build expertise by gaining certifications and hands-on training that elevate your technical capabilities and customer confidence

# Global Physical Security Partner Program tiers

- Core** Entry-level partners beginning their journeys, with long-term potential
- Advanced** Partners who demonstrated capability, growth or commitment; skilled in positioning, deploying and supporting our solutions
- Elite** Partners deeply integrated into our ecosystem and driving consistent value for customers and our organization

Requirements			
	Core	Advanced	Elite
Sign Octave Business Partner Agreement	x	x	x
Yearly quota achievement	x	x	x
Resources to support Octave physical security solutions for each region in which partner provides services	x	x	x
Certified Octave sales consultant(s)	1	2	No fewer than 3

## Program tiers

Benefits			
	Core	Advanced	Elite
Access to Partner Portal for sales and service support	X	X	X
Access to online training platform	X	X	X
Product roadmap updates	X	X	X
Assigned Octave account manager		X	X
Co-marketing and co-selling opportunities		X	X
Eligible for customer and partner events and awards		X	X
Access to special deals for licenses and demo platforms		X	X
Octave Concierge direct support line – case submission		X	X
Invitation to Partner Council			X

## Next steps

### Get started

- 1. Apply:** Connect with our team to review fit, scope and target tier
- 2. Sign and onboard:** Complete Business Partner Agreement and onboarding form; set up in the Partner Portal
- 3. Enable:** Attend training, earn certifications and configure your demo environment
- 4. Go to market:** Launch campaigns and engage in joint planning
- 5. Scale:** Track performance, join quarterly business reviews and unlock higher-tier benefits as you grow

### Become a Octave Physical Security Partner

Our Global Physical Security Partner Program is designed to recognize and reward partners for their growing dedication to our physical security business. We're committed to helping you uncover new opportunities to engage your customers, build strong alliances and expand your business across target verticals. As your business with us advances, your status within the program increases accordingly — unlocking progressively greater benefits.

Ready to apply?

[Get started](#)

## About Octave

Octave is a leader in enterprise software, turning data into decisive action and intelligence into your edge. Our software solves for and simplifies complexity, from the design and build to operations and protection of people, property and assets – for any scope, at any scale. For decades, we've partnered with customers to sharpen performance, elevate efficiency and amplify results. From factory floors to entire cities, our solutions are tuned to scale up what's possible from day one onward.

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