▷ Cribl®

Cribl Partner Program

SOLUTION PROVIDERS

Why join the Cribl Partner Program?

As a partner-first organization, we at Cribl believe that partners are an inherent part of delivering customers freedom and flexibility to make choices, not compromises.

Cribl occupies a unique place in the data management space. By partnering together, we empower customers with a suite of products for a unified data processing engine to transform their data strategy and give them the choice, control, and flexibility required to adapt to their ever-changing needs.

When you partner with Cribl, not only are you accelerating your revenue growth, you're accelerating your customers' ability to extract maximum value from their most important asset—their data.

Whether you resell solutions or deliver services or, our program ensures that you can better serve your customers, differentiate your practice, and grow a profitable data management business with Cribl.

Cribl: The Data Engine for IT and Security

Data Engine for IT and Security
- Created industry's first Search-in-Place technology, purpose built for Cloud
- Defined Observability Pipeline Market
- Vendor-agnostic, hybrid-cloud approach

Solid Financials
- 4th fastest $1M to $100MM ARR in Silicon Valley
- Backed by CRV, Sequoia Capital, Redpoint, Greylock, and IVP
- $400M+ in funding
- 23 Fortune 50 customers

Hyper Growth
- 600+ employees globally
- Founders bring over 30 years of Observability expertise
- Strong leadership team with experience leading data, security, networking, and B2B companies

Advantages to Partnering with Cribl

- **Partner-First GTM**: A partner-first organization that values the scale and expertise you bring
- **Complementary Technology:** No ripping-and-replacing means no choosing between portfolio vendors, but still increasing wallet share
- **Differentiate Yourself**: We work with the RIGHT partners, not EVERY partner. You are the expert in all of your Cribl deals.
- **Stay Relevant**: Get to ALL your clients' data for stickier, recurring selling
- **Increased Services Revenue**: A vendor-agnostic technology that makes you the "data broker" to unlock additional revenue streams

Cribl Partner Program Benefits	Elite	Premier	Registered
Deal Registration	√	√	√
Incumbency Protection	√	√	√
Sales & Pre-sales training & accreditation	√	√	√
Technical training & certification (free, always)	√	√	√
Marketing Development Funds (MDF)	√	Case by case	
Marketing resources	√	√	√
Partner Portal	√	√	√

Awards

Interested in becoming a Cribl Partner? Start here.

ABOUT CRIBL

Cribl, the Data Engine for IT and Security, empowers organizations to transform their data strategy. Customers use Cribl's vendor-agnostic solutions to analyze, collect, process, and route all IT and security data from any source or in any destination, delivering the choice, control, and flexibility required to adapt to their ever-changing needs. Cribl's product suite, which is used by Fortune 1000 companies globally, is purpose-built for IT and Security, including Cribl Stream, the industry's leading observability pipeline, Cribl Edge, an intelligent vendor-neutral agent, Cribl Search, the industry's first search-in-place solution, and Cribl Lake, a turnkey data lake. Founded in 2018, Cribl is a remote-first workforce with an office in San Francisco, CA.

Learn more: www.cribl.io | Try now: Cribl sandboxes | Join us: Slack community | Follow us: LinkedIn and Twitter