SentinelOne **Onboarding Service**

How to Register in the Partner Portal, Certification and Training Program, Opportunity Registration

Focus Countries:
France, Germany and United Kingdom

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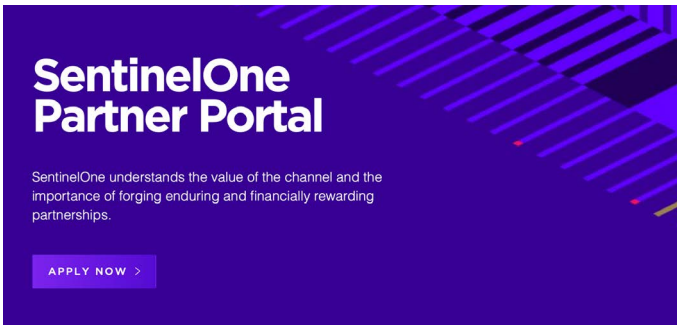
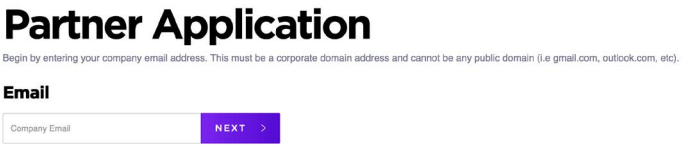
1. Partner Portal Registration

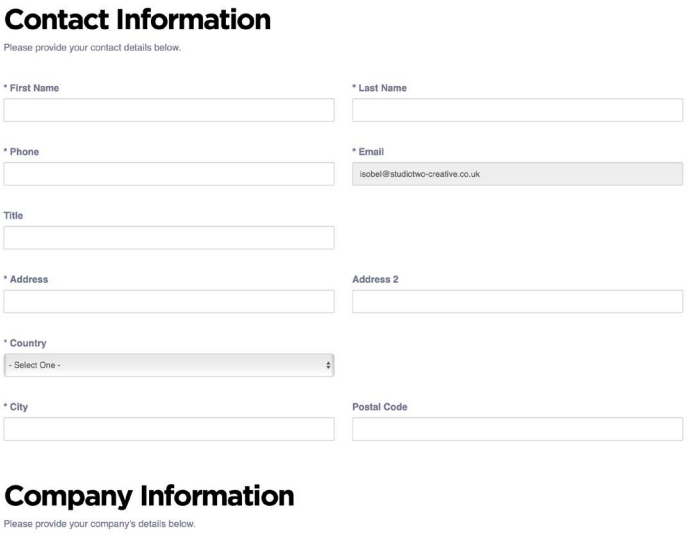
To become part of the SentinelOne channel, you must register on the manufacturer's **Partner Portal.**



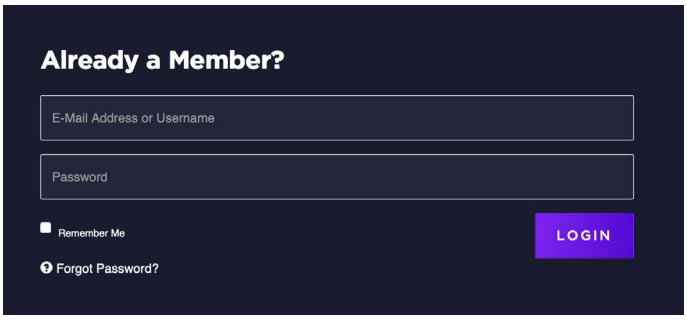
If you are an MSSP partner through Exclusive On Demand, you must register through this **link.**



If the company is already registered the SentinelOne system will detect it. If not, you will need to fill out the form fields of an unregistered account.



Once registration in the Partner Portal is completed and approved, you can access it with your email and password.



2. Training and Certification

The partner will make every effort to meet the annual training and certification requirements for both the sales team and the technical team, as indicated in the Program Requirements table.

As part of these requirements, a single person can hold multiple certification levels (i.e., Sales and Technical). All training and certification plans can be found on the **SentinelOne Partner Portal.**

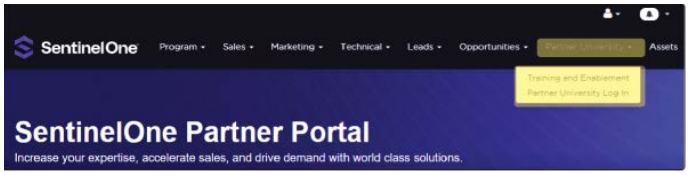
If a person who obtains a certification leaves the company and joins another, the certification will be eligible for transfer for six months.
The company that lost the certification will have six months to replace it, while the company that obtained the certification will only be allowed to maintain the certification for 6 months and will be required to renew it after that period.

Program Requirements	Silver	Gold	Platinum
Relationship with Authorized Distributor	✓	✓	✓
Executed Reseller Agreement	✓	✓	✓
Executed Business Plan		✓	✓
Trailing 12 Months TCV Bookings (Focus)	>$0	$300K	$1M
# of New/Upsell Transactions (Focus)	>0	5	12
Accredited Sales Rep I	1	4*	8*
Accredited Sales Rep II		2	4
Accredited Sales Engineer I	1	2	4
Accredited Sales Engineer II		1	2
Accredited Sales Engineer III			1

**Can also be achieved by accrediting > 50% of population at Reseller.*

2.1 Access to Certifications within the Partner Portal

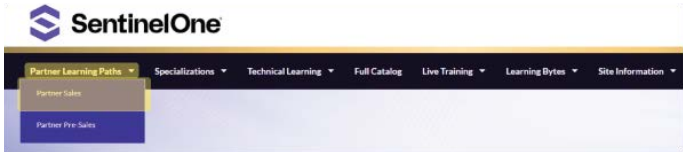
You will find the Partner University tab, which has two sections: Training and Enablement and Partner University Log in.



2.2 Required Certifications

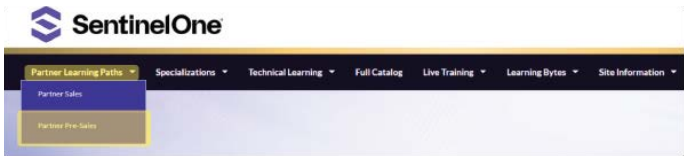
The mandatory sales accreditations are as follows:

- **Partners: SentinelOne Sales Fundamentals**
- **Partners: SentinelOne Sales Accreditation Applied**



The mandatory technical accreditations are as follows:

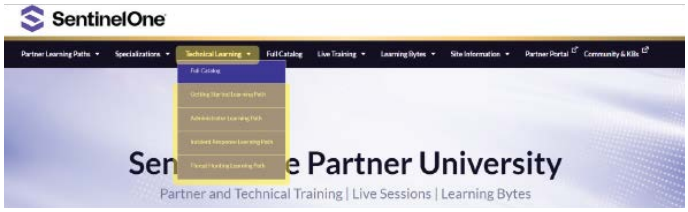
- **Partners: SentinelOne Pre-Sales/ Tech Accreditation Fundamentals**
- **Partners: SentinelOne Pre-Sales/ Tech Accreditation Applied**
- **Partners: SentinelOne Pre-Sales/ Tech Accreditation Proficient**



2.3 Recommended Additional Certifications

SentinelOne offers its partners other certifications that, although not mandatory, are highly recommended to achieve expertise in their solutions. Four main ones stand out:

- Getting Started Learning Path (*Prerequisite to access the following)
- Administrator Learning Path
- Incident Response Learning Path
- Threat Hunting Learning Path Accreditation Proficient

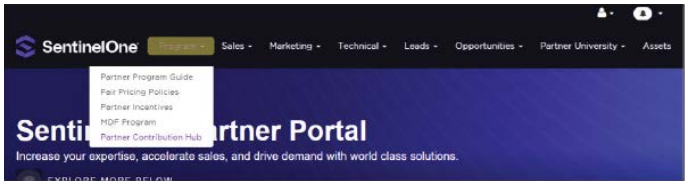


2.4 Compliance Portal: Reseller Interface

Through the Partner Portal, SentinelOne also provides a Compliance Portal, where you can check the status of the partnership and certifications.

This portal offers updated reports that will give you visibility on your transactions throughout the year and the certifications obtained by different members of the company. It will also clearly indicate what requirements are missing for you to progress to the next level of partnership.

Not all members of a company will have access to the Compliance Hub. If you need access and do not have it yet, please contact Exclusive so that we can request it from the manufacturer.



		Silver		Gold		Platinum	
Requirement	Achieved	Required	Gap	Required	Gap (Current)	Required	Gap
Revenue (Last 4 Quarters)	$1,032,861	$500	$0	$750,000	$0	$3,000,000	$1,967,139
Number of New & Upsell Transactions (Period Selected)	14	1	0	15	1	30	16
Training (Through Selected Quarter)							
SentinelOne Sales Fundamentals	5	1	0	4	0	8	3
SentinelOne Sales Applied	3	0	0	2	0	4	1
SentinelOne Pre-Sales Fundamentals	9	1	0	2	0	4	0
SentinelOne Pre-Sales Applied	8	0	0	1	0	2	0
SentinelOne Pre-Sales Proficient	4	0	0	0	0	1	0

Keys: Green: Meets the requirement for this level. Orange: Gap to a level above current level. Red: Gap to current level (or a level below current).

TCV (USD)

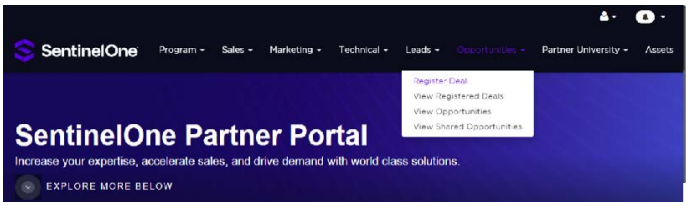
Year	Q-1	Q-2	Q-3	Q-4	Total
FY2023	$702,741	$88,754	$107,316		$898,811
FY2022	$5,757	$4,774	$34,653	$134,051	$177,215

3. Opportunity Registration

SentinelOne protects opportunities that come through its partners with better discounts. To do this, it is necessary to follow the specified procedure and register the opportunity in your Partner Portal by filling out the required fields.

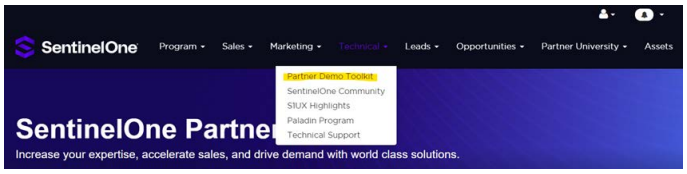
Once done, you will receive an email informing you of the Deal Registration status. If it is not correctly filled out, it will also be indicated in the email sent.

Once the Deal Registration is correctly created, we recommend that you contact Exclusive Networks to expedite the preparation and submission process of the proposal.



4. Demo to End Customer: NFR and Partner Demo Tool Kit

SentinelOne has prepared a Demo Kit for partners, in order to create a easily accessible demonstration environment with the latest tools. Everything is included in one package, and installation and updates are completely automatic.



This kit is completely free and you can find it in the partner portal by going to:

Technical > Partner Demo Tool Kit

or by entering this link Partner Demo Toolkit (sentinelone.com)

In this section, you will find the system requirements for installing the Demo Tool Kit, as well as downloadable resources and instructions for installation. To be able to use the Demo Tool Kit, you will need to have an active NFR. If you do not have an active NFR, make sure you have completed the three technical certifications *(see 2.2 Required Certifications)* and contact Exclusive Networks. NFRs are also free.

5. How to Use the SentinelOne Brand

Partners can use the SentinelOne logo to add it to their websites and communications to clients. In this **link,** you can download resources such as the logo, corporate images, and the brand usage guide.

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