



Launch

The Drata Alliance Program
Guide for Auditors

FY 2025

DRATA



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Together with Drata, Audit Alliance members **build trust with customers** and reach new heights.

Over 80% of our customers connect with an auditor through Drata. Take advantage of the opportunity to connect with today's fastest-growing tech companies that use Drata to achieve and maintain compliance.

Drata is built on trust, and so are our auditor relationships. Launch for Drata's Audit Alliances ensures that audit firms are informed, trained, and have the right resources to use the Drata platform successfully. We work with alliance members to create a streamlined audit experience for the audit firm and our mutual customers.





Launch - Program Overview for Auditors

At Drata, we make it easy for audit firms to grow their business and build trust by streamlining the audit experience and servicing customer's security and compliance needs through Drata's GRC automation platform. Not only do customers receive cutting-edge technology, they can also gain peace of mind from working with a reputable audit firm that is familiar with Drata's technology.

With **Launch**, the Drata Alliance Program, we enable members to thrive and establish trust with their customers.

Launch members are a vital extension of Drata and we share the same core values and mission to earn and build trust across the Internet.

Grow Your Client Base - Grow your client network via referrals as a member of Drata's network of trusted audit firms. Drata's Auditor Directory allows customers to search for the firm best suited to address their needs and contact you directly.

Enjoy Top-Tier Training and Certifications - Access enablement content and earn certifications to become an expert on the Drata platform and optimize the audit experience with Drata for mutual customers.

Streamline Engagements - Collaborate, generate reports, and access evidence within a unique auditor view to drastically reduce audit time. Leverage support during audits from our in-house team of former auditors.

Keep Clients Audit-Ready - Continuous security monitoring saves your clients hundreds of hours a year by automating their manual compliance activities. The result? They stay secure and audit-ready between engagements.



Launch - Program Requirements for Audit Firms

Launch’s program for audit firms is structured into three tiers, each offering unique benefits and opportunities for growth. Tier achievement is based on business, performance, and certification requirements that increase with each tier level. Upon acceptance into

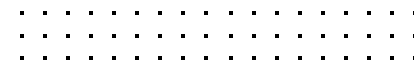
the program, alliance members start at the Bronze tier. Members must fulfill tier requirements within the current fiscal year, which begins February 1, before tier advancement.

Requirements	Bronze	Silver	Gold
Good standing with regulatory body	●	●	●
Signed NDA and Alliance Agreement	●	●	●
Auditor Questionnaire	●	●	●
Drata Technical Champion*	●	●	●
Drata Certified Auditors	1+	5+	10+
Mutual customers**		75+	200+

The following requirements outline the expectations associated with each tier:

*Drata Technical Champion is an internal resource at the audit firm that has extensive knowledge of the Drata platform to be able to guide new and existing auditors through technical questions and enablement before reaching out to the Drata team.

**Minimum number of mutual customers with over 85% satisfaction rating, based on post audit review surveys, ongoing escalation tracking, and alliance touchpoints.





Launch - Program Benefits for Auditors

With Launch, Drata will support audit firms with the right resource investment at each stage of the alliance.

Each new tier unlocks valuable benefits and opportunities to increase marketing, sales, and engagement. From advanced training opportunities to co-marketing initiatives, these benefits are structured to empower audit firms to reach their full potential.

Benefits	Bronze	Silver	Gold
Access to the Drata Alliance Gateway	●	●	●
Alliance tier badge	●	●	●
Certification and training	●	●	●
Drata sandbox access	●	●	●
Alliance directory listing	●*	●	●
Designated Audit Alliance Manager - Audit Experience		●	●
Joint account mapping		●	●
Increased visibility in Audit Alliance Directory		●	●
Partner Marketing support for auditor-led activities		●	●
Quarterly/Semiannual business reviews		●	●
Early access to sponsorship opportunities with Drata and discounted tickets to Drata's annual user conference		●	●
Extended product roadmap			●
Seat on the Audit Advisory Board			●
Joint GTM collaboration in Drata-led marketing events and activities			●

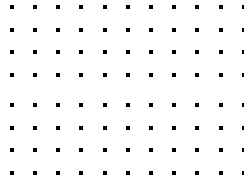
*To be eligible for inclusion in the Drata Alliance Directory, Bronze tiered alliance firms must work with at least 50 mutual Drata customers and exhibit a minimum 85% customer satisfaction rating (based on post-audit feedback surveys).



Launch - Program Governance

All audit firms that join Launch, unless exempt, begin their alliance at the Bronze tier. As alliance members grow their relationship with Drata and advance tiers, the program offers additional benefits and resources to ensure members receive value commensurate with their commitment and achievements.

Tier assessments are conducted annually based on performance in the preceding fiscal year. During this time audit firms may move up or down tiers. Existing members are notified of their tier status in the first quarter of the fiscal year, which begins in February. A survey will be sent out and factored into the annual tiering review.





Join the Movement

Not already a member?







Drata's history is unprecedented in speed, growth, and trajectory. Be a part of our mission and story.

Joining Launch is simple!

1. Submit your application to join Launch. [Start Application.](#)
2. Complete Auditor Questionnaire.
3. Once approved, agree to program agreement(s) and mNDA.
4. Register for and access the Drata Alliance Gateway to kickstart your alliance with Drata.

About the Drata Alliance Gateway

The Drata Alliance Gateway is a one-stop destination for information, training, resources, and tools for audit firms to manage and strengthen their alliance with Drata. This includes:

 Strategic alliance kit	 Training and certifications
 Customer-facing product overviews	 Drata logos and marketing guidelines
 Upcoming events	 And more



Glossary

Alliance directory listing

Over 80% of our customers meet their auditor through Drata. So take advantage of the opportunity to connect to your firm's ideal customer. Drata's Auditor Directory allows customers to search for the best firm for their needs and contact you directly.

Audit Alliance Manager

A dedicated relationship manager that will work with you on all things related to the Launch program. They will meet with you monthly (at a minimum) and be your go-to for any and all things audit.

Drata Alliance Gateway

The Drata Alliance Gateway is a portal for alliance members to access everything they need to kickstart, build, and manage their alliance with Drata. These include enablement and go-to-market resources, certifications, logos, pipeline data, incentives, and more.

Drata Certifications

Drata offers official certifications to all alliance members. Drata's certification program is designed to establish a learning path for members to become Drata experts. The certifications allow participants to gain the confidence needed to effectively communicate Drata's value proposition, demonstrate the product, and support customers. Certifications badges are provided upon successful completion of certification tracks, which members can showcase externally.

Drata Technical Champion

A Drata Technical Champion is an internal resource at the audit firm that has extensive knowledge of the Drata platform to be able to guide new and existing auditors through technical questions and enablement before reaching out to the Drata team.

Extended Product Roadmap

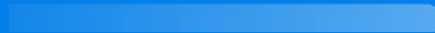
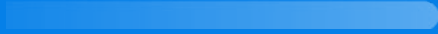
Gold tier alliance members gain visibility into our extended product roadmap. The roadmap is subject to change but provides valuable insight into the Drata vision and capabilities to come.

Joint account mapping

Using Crossbeam (a free resource for qualifying alliance members), Drata will work to take a list of our accounts and opportunities and map to yours using CRM data.

Mutual Customers

As audi alliance members build their relationship and grow their mutual customer-base with Drata, members can advance tiers to unlock additional benefits. Mutual customers are Drata customers that have received the services of an Auditor Alliance Member. Minimum number of mutual customers with over 85% satisfaction rating is required to be considered. Satisfaction ratings are based on post audit review surveys, ongoing escalation tracking, and alliance touchpoints.



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