



# Global Partner Program



# Help your customer build trust in their software

Digital transformation is dramatically reshaping our world across all industries. Businesses now leverage software to gain competitive advantage, deliver customer value, and enable innovation. But software also introduces business risk that must be managed proactively and at the same velocity as the software development itself. Speed is imperative—efficiency and productivity are no longer luxuries. This places new demands on software security.

Black Duck provides integrated solutions that transform the way software is built and delivered, helping accelerate innovation while addressing business risk. Our unmatched expertise helps organizations plan and execute any security initiative. We offer the most comprehensive product portfolio in the market, and it interoperates with third-party and open source tools, as well. This open, pragmatic approach empowers organizations to leverage existing investments in testing tools to build the security program that best meets their needs. With Black Duck, developers can secure code as fast as they write it.

Black Duck solutions help companies test their software early and often, so they can avoid costly product crashes, security breaches, and catastrophic system failures. Our solutions can also automate the process of securing and managing open source software to ensure license compliance, remediate vulnerabilities, and reduce operational risks.

**Only Black Duck offers everything organizations need to build trust in their software.**



# Partner with a recognized leader in software security

## A Leader in the 2023 Gartner Magic Quadrant for Application Security Testing

Black Duck is a Leader in the 2023 Gartner® Magic Quadrant™ for Application Security Testing (AST) for the seventh year in a row. Based on our ability to execute and our completeness of vision, we are positioned highest and furthest right in the Leaders Quadrant among the 12 AST vendors evaluated by Gartner.

## A Leader in the 2023 Forrester Wave for SAST

Black Duck has been named a Leader in The Forrester Wave™: Static Application Security Testing, Q3 2023, based on an evaluation of Coverity® Static Analysis, our static application security testing ([SAST](#)) solution.

## A Leader in the 2023 Forrester Wave for SCA

Black Duck has been recognized as a Leader in The Forrester Wave™: Software Composition Analysis, Q2 2023, based on an evaluation of Black Duck® SCA, our software composition analysis ([SCA](#)) solution.

*“Gartner observes that the evolution of the AST market is largely driven by the need to support enterprise DevSecOps and cloud-native application initiatives. Customers require offerings that provide high-assurance, high-value findings, while not slowing down development efforts unnecessarily. Clients expect offerings to fit into the development process at an earlier stage, with testing often driven by developers, rather than security specialists.”*

— Gartner, Inc. “Magic Quadrant for Application Security Testing,” by Mark Horvath, Dale Gardner, Manjunath Bhat, Ravisha Chugh, and Angela Zhao, May 17, 2023

### Gartner Magic Quadrant for Application Security Testing 2023



### Forrester Wave for Static Application Security Testing 2023



### Forrester Wave for Software Composition Analysis 2023



# Partner program built for growth

Partnerships are a key part of a successful sales strategy in our industry. Black Duck partners are integral to our overall success in delivering an excellent customer experience.

Black Duck partners have access to many benefits, including deal registration, joint business planning, marketing, sales enablement, training, and more. These are all designed to build trusting, long-term relationships that result in the satisfaction of our mutual customers.

The Black Duck partner program is focused on ease of doing business, predictability, and profitability for our partners. And because most partners don't fall into a single category, our program is designed to meet the needs of all partner types in all engagement models. You can choose the type of business partnership you want to have with us: You can partner with us as reseller of Black Duck solutions, as a provider of value-added services, as part of a consulting engagement, or as part of your own professional or managed services offerings to your clients. We provide complete flexibility, and each type of partnership has its own benefits and requirements.



# Key partner benefits

Black Duck partners have access to key benefits that help ensure success

## Sales support and financial incentives

Sales support includes deal registration, account management, executive sponsorship, joint business planning, lead distribution, and access to our world-class partner portal. We also provide sales plays and best practices to ensure that partners are successful in positioning our solutions with their customers and prospects.



## Marketing

Black Duck partners can access an effective and robust set of marketing resources, free of charge, to build awareness and GTM with us. That includes preconfigured “campaigns-in-a-box” that can be cobranded to deliver high-impact campaigns resulting in quality leads.



## Sales and technical enablement

We believe that a highly trained partner will provide a better customer service experience. That's why we offer extensive training opportunities and access to sales and technical tools to keep your sales and technical teams on top of the latest product updates. In addition, we provide partner-focused sales and technical presales resources to help you with customized training as well as deal support.



*“Our partner program is focused on partner profitability, predictable field engagement, and ease of doing business. We have a fundamental responsibility to enable our mutual customers to build trust in their software.”*

—Tom Herrmann, Vice President,  
Global Alliances and Channels



# Get started today

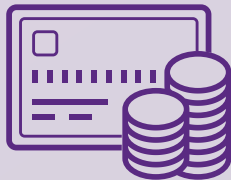
## Ready to team up with the #1 application security solution vendor?

Apply with our [partner interest form](#). One of our Black Duck channel account managers will review your application and contact you within three business days. For more information, email us: [partnersupport@blackduck.com](mailto:partnersupport@blackduck.com)

## About Black Duck



**49 of the Fortune  
100 companies**



**6 of the top 10  
financial services companies**



**10 of the top 10  
technology companies**



**6 of the top 10  
healthcare companies**

**Our mission is to help organizations build trust in software by managing application risks at the speed their business demands.**

### About Black Duck

Black Duck® offers the most comprehensive, powerful, and trusted portfolio of application security solutions in the industry. We have an unmatched track record of helping organizations around the world secure their software quickly, integrate security efficiently in their development environments, and safely innovate with new technologies. As the recognized leaders, experts, and innovators in software security, Black Duck has everything you need to build trust in your software. Learn more at [www.blackduck.com](http://www.blackduck.com).

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