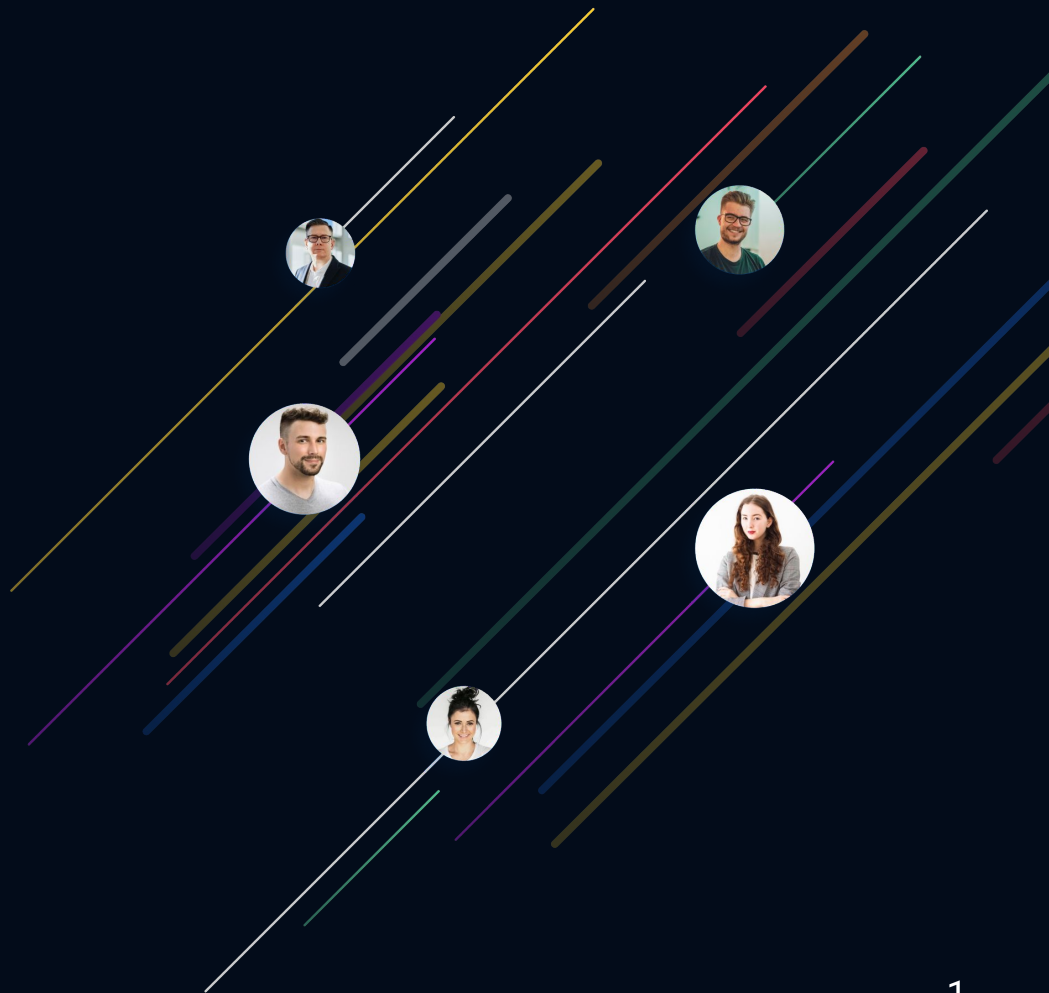


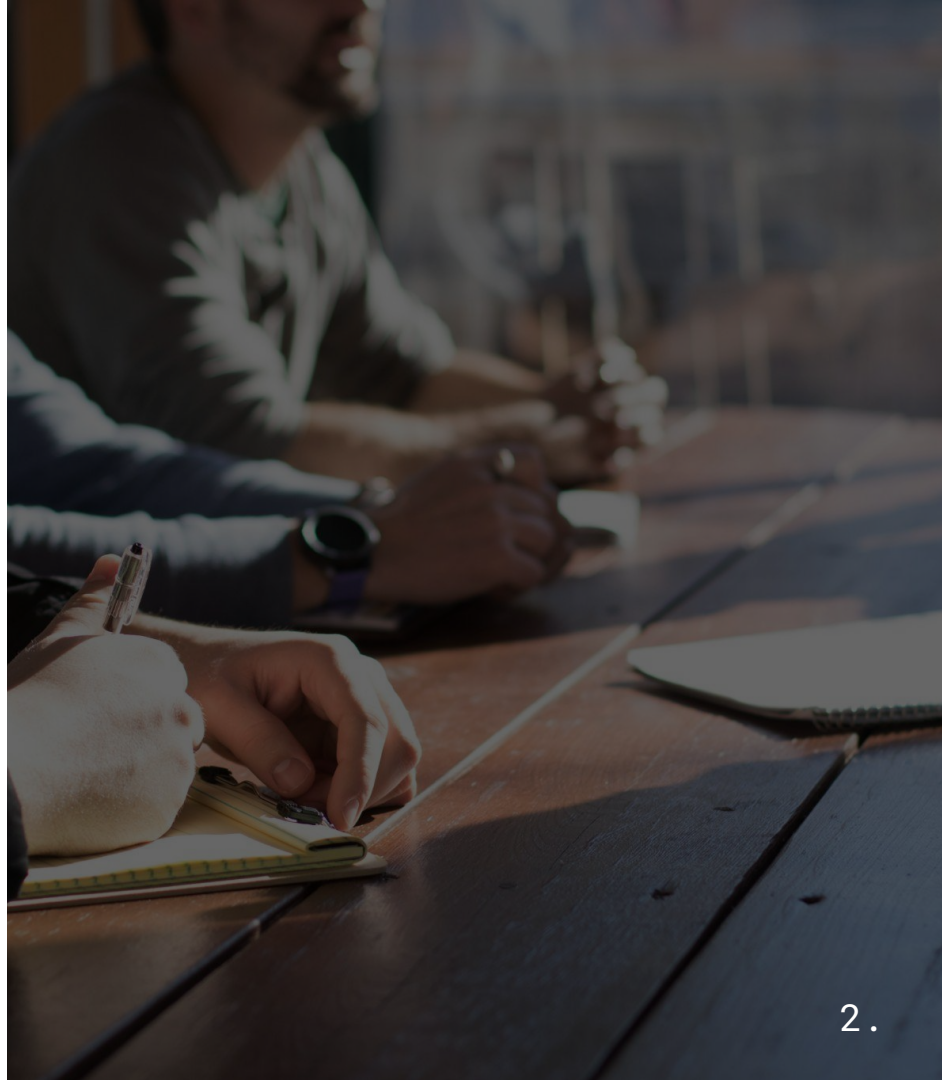
# Presenting the **Catalyst** Partner Program

partners@rocket.chat



# Navigation

- 03 [About Rocket.Chat](#)
- 07 [Product Overview](#)
- 13 [The Catalyst Program](#)

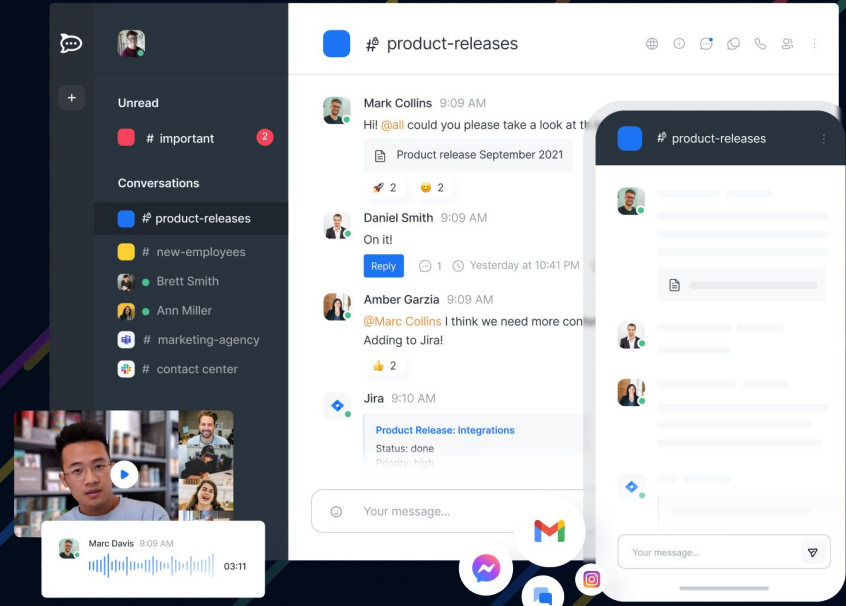


1.

# About Rocket.Chat

# What is Rocket.Chat?

A little bit about the company and product first...



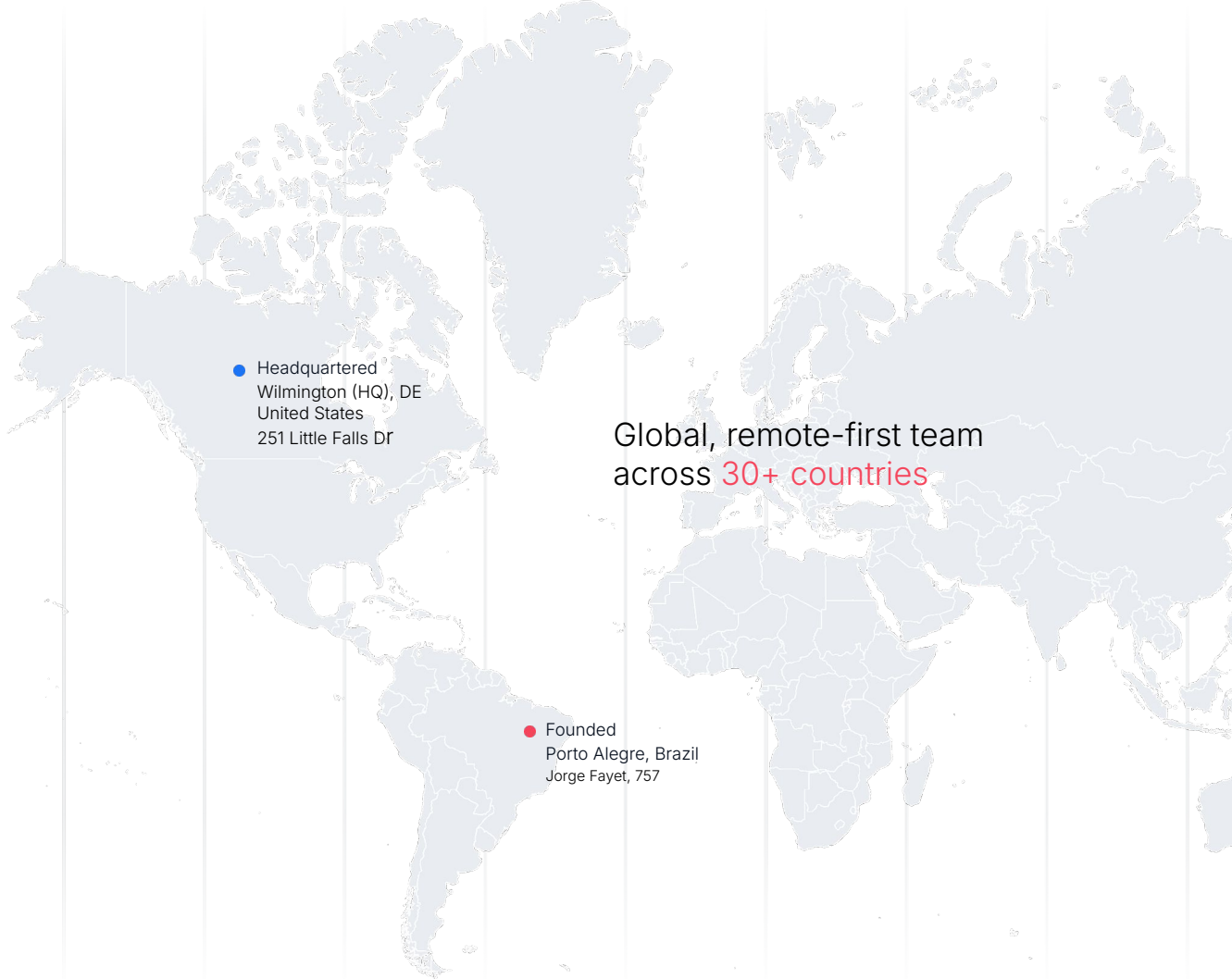
# The most widely deployed open-source collaboration platform

1.5M+ Cumulative Deployments

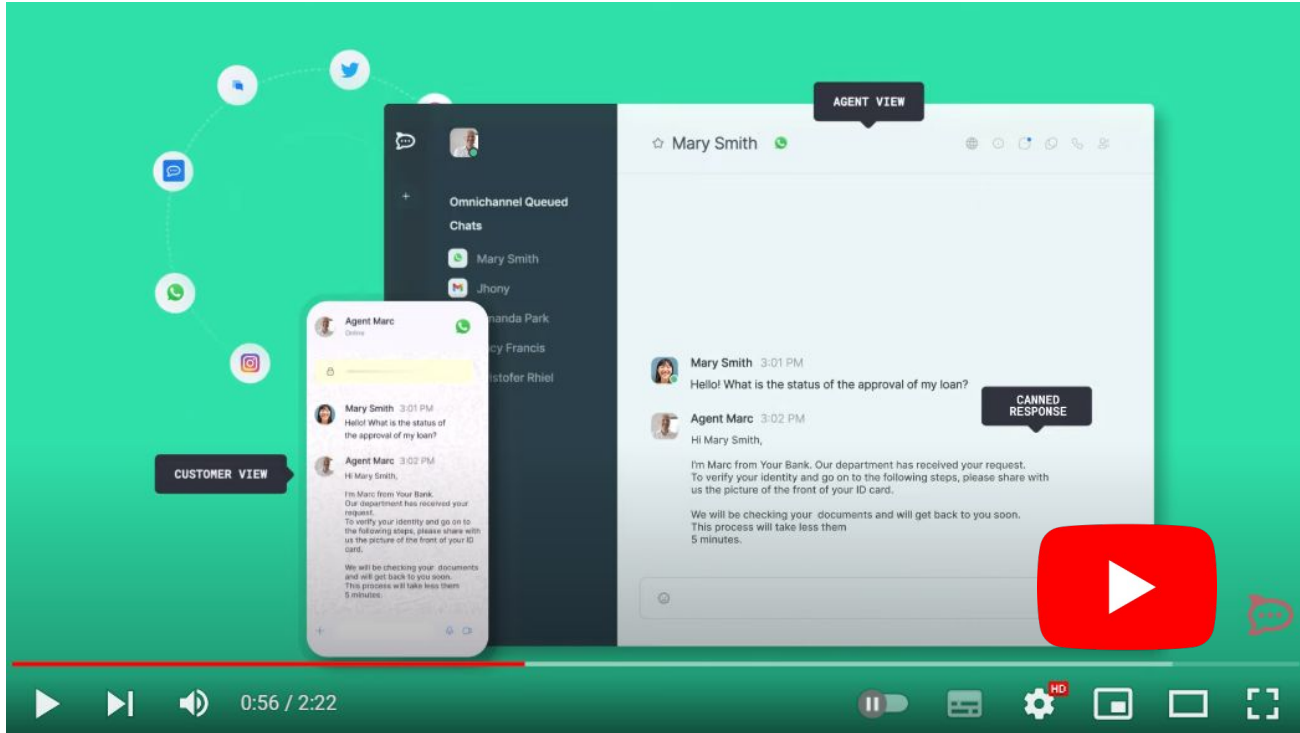
150+ Countries

120k+ Registered workspaces

35k+ GitHub stars



# Rocket.Chat in 2 minutes



2.

# Product Overview

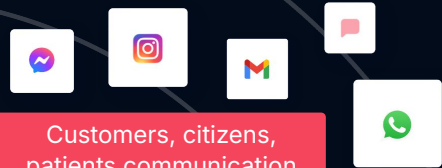


Secure and data-sovereign collaboration platform

### Internal Collaboration

- File sharing
- Secure communication
- Whiteboarding
- Connected teams

### Customers, citizens, patients communication

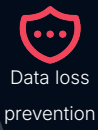


### Partner Collaboration



### Data sovereignty

- Message auditing
- Role-based access
- E2E encryption



### Hosting flexibility

- Air gapped
- On premise
- Cloud

### Adaptability

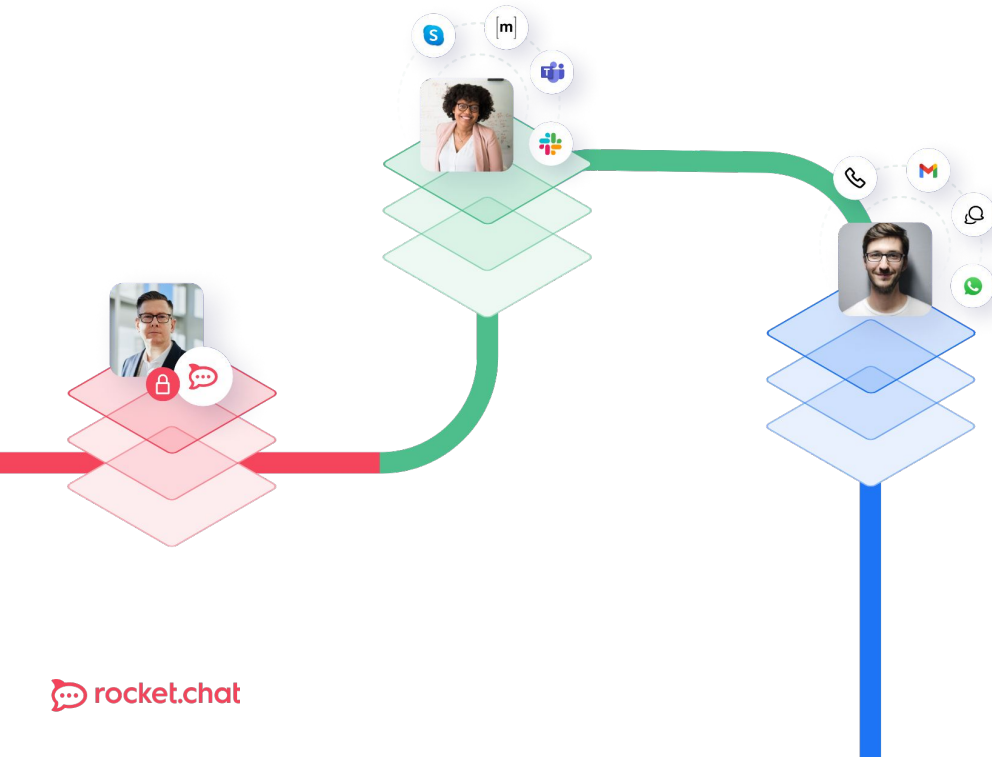
- API
- WCAG 2.1
- BITV 2.0
- Usability



Identity access management



# Non-siloed centralized communications



## TEAM COLLABORATION

Enable teams to securely and effectively interact with each other, with partners, or any external organization from a single platform. Break down silos, reduce context switching and accelerate cross-functional collaboration.

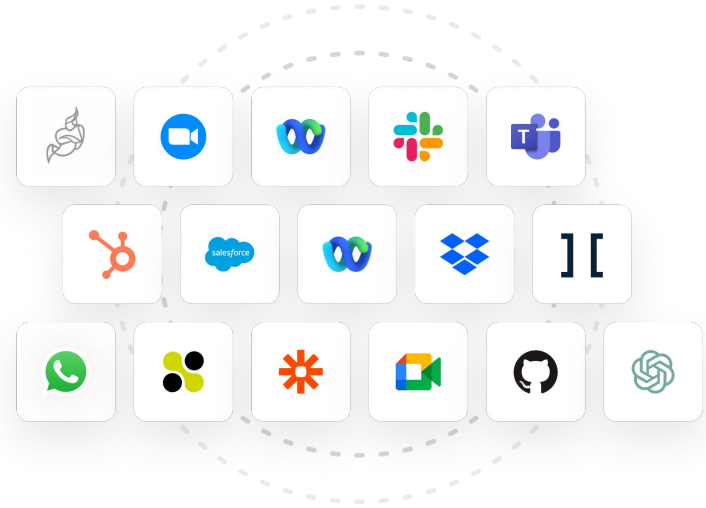
## CUSTOMER COMMUNICATIONS

Provide a single interface for customer service representatives to communicate and efficiently support external audiences like customers, citizens, and patients over their preferred channel.

# Flexible and extensible to fit your unique business needs

Say goodbye to the chaos of app switching. Rocket.Chat integrates seamlessly with numerous third-party apps and tools, making workflows more efficient.

Don't see the app you're looking for in our marketplace? Create apps using pre-built components from our Apps-Engine framework in a matter of weeks.



# Ultra-grade security for highly-regulated environments

Data security is our priority. Communicate with peace of mind thanks to premium compliance and advanced user management features.



- 01 Protect your data. Choose from self-hosted, air-gapped or secure cloud deployment options.

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- 02 Integrate with zero-trust environment

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- 03 Grant appropriate user access by leveraging Rocket.Chat 180+ custom roles and permissions

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- 04 LDAP integration: match roles assigned in the organization to the roles in the collaboration platform.

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- 05 Prevent third parties from accessing your data with E2E encryption

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- 06 Audit and export conversations to keep tabs on the sensitive information shared within and outside the organization.

---

- 07 Prevent data leaks with data loss prevention

---

- 08 Enhance your network security by managing and controlling the devices linked to your workspace.

---

# Why Rocket.Chat

1

## Flexible Deployment Options

Own your data by deploying Rocket.Chat on-premise, in a secure cloud, or in air-gapped environments.

2

## Complete data privacy and security

E2E encrypted, ISO 27001 certified, and supporting compliance with GDPR, CCPA, LGPD, and HIPAA.

3

## Interoperable

Connect with external collaborators via Matrix federation protocol. Improve collaboration efforts across organizations and departments regardless of the tool they use.

4

## Flexible and extensible

Enhance productivity by bringing together the tools your team already uses within the Rocket.Chat environment or build custom apps

5

## Open source customization

Tailor your communication experience according to your unique needs. The open nature of our platform encourages collaboration and innovation within development teams.

3.

# The Catalyst Program

# Catalyst Partner Program **Overview**

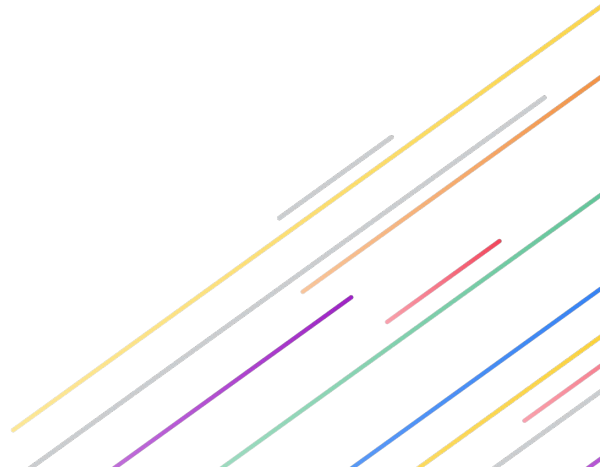
In order to provide excellent service to our global users, we are looking for passionate technical, consultancy, and software customization companies to be part of the Rocket.Chat partner Program

The Rocket.Chat Partner Program is a multi-tiered partner model with different partnership levels. Each level offers access to a list of benefits that help develop your expertise and increase your capability to sell and deliver the Rocket.Chat technologies.

As your engagement and knowledge of Rocket.Chat solutions grow, the benefits you receive from Rocket.chat will also increase.

As a Rocket.Chat Partner, you are eligible to receive marketing, sales, and training benefits designed to assist you and grow your business. Once you meet the qualification requirements, you will be able to apply to a higher membership level and access to extra benefits.

The Rocket.Chat Partner Program offers a flexible structure designed to accommodate our partners' individual business models and is composed of three partnership levels.



# Why be a part of the Rocket.Chat Catalyst Partner Program?

Grow your business by joining the Rocket.Chat partnership program.

Experience the benefits of our flexible program that welcomes service and technology providers across the globe, regardless of their business model.

Rocket.Chat offers a value-based program that provides the skills, tools and support you need to take your business to the next level.



## Community

Be part of our multifaceted global network of thought leaders and experts in the field



## Partner First

At Rocket.Chat, we put the partner ecosystem at the center of our go to market strategy.



## Flexibility

Meet the requirements and be able to apply to a higher membership level and have access to extra benefits



## Support

Leverage the benefits of our partner support programs that will unleash the full potential of our partnership

# Who can apply for the Rocket.Chat partnership?

1

## Resellers and VARs

IT service providers, business and digital transformation consultancy firms with a focus on upper midmarket and enterprise clients. Companies with deployment, configuration, and development offerings for Digital workplace (team collaboration projects), Omnichannel and/or DevOps/SecOps.

2

## OEM/ISV Partners

Tech companies are selling their application as a standalone solution to an end-customer that has Rocket.Chat embedded (white-label) within their product.

3

## Managed Service Providers (MSPs)

IT service and cloud providers focused on midmarket and enterprise organizations. Organizations working on DevOps, omnichannel, and team communications projects comprised of software and services in a subscription model.

4

## Distributors

A Distributor basically is a company that acts as an intermediary between Rocket.Chat and Resellers (or Value-added resellers - VARs) or system integrators (SIs) in the distribution of our offers (Software/Subscription, Cloud, Professional Services/Support).

5

## Referral/Finder

A referral partner agreement is a legal agreement entered by two parties for the purposes of referring new business leads and clients in exchange for commissions. The referral partner will agree to refer potential business leads to a company and if the lead produces a sale, the referral partner will then be paid a commission.



# Let's grow **together!**

Rocket.Chat works closely with its partners, bringing together technology and expertise to create robust, reliable, secure communication solutions that deliver unique value to our customers.

“ *Together with our partners, we strive to delight mutual customers across industries, especially those concerned about data privacy.* ”



**Bruno Weiblen**  
Head of Global Partnerships  
Rocket.Chat



# Thank you!

Contact [partners@rocket.chat](mailto:partners@rocket.chat) for general partner-related inquiries