HOSTX
INTELLIGENCE

PARTNER GUIDE 2026

Grow with HostX.

The HostX Partner Program — offer trusted cybersecurity testing, compliance, advisory and managed security to your clients, delivered by our in-house experts.

ISO/IEC 27001:2022 | ISO 9001:2015 | ISO/IEC 27017:2015 | ISO/IEC 27018:2019

MSME (Udyam) Registered | Startup India Recognised

hostxintelligence.com/partners

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WHO WE ARE

One team that tests, protects and proves security. End to end.

HostX Intelligence is an Indian cybersecurity company. Our in-house testers, analysts and auditors help organisations find their risks, fix them and prove it to customers, auditors and regulators.

55
Security services

2
Platforms — Penarc & Compliance Tool

24
Industry solutions

4
ISO certifications

WHY PARTNER WITH HOSTX

Add security to your offering — without building a security team.

Trusted delivery

Every engagement is delivered by HostX's in-house team, backed by ISO 27001, 27017, 27018 and ISO 9001 certification.

Business growth

Offer high-demand security services to the clients you already have, and earn on every deal.

Full portfolio

Testing, application security, compliance, Indian regulatory audits, advisory and 24/7 managed security — from one partner.

Real support

Training, pre-sales help, sales material and, at higher levels, a dedicated partner manager.

PARTNERSHIP LEVEL SCHEME

Four levels. Grow at your own pace.

Each level unlocks more HostX services and benefits. Start where you are today and move up as your security business grows.

LEVEL 1 · REFERRAL

Authorized Partner

Refer clients to HostX for any service and earn a referral fee. No security team needed.

- Refer any of the 55 HostX services
- Partner orientation and listing
- Partner portal and email support
- Invites to HostX webinars

LEVEL 2 · RESELL

Silver Partner

Resell HostX security testing to your clients, with reports delivered on Penarc.

- Offensive security: VAPT and all pentests
- Application security: code review, SAST, DAST, SCA
- Penarc reports for your clients
- Sales training and pre-sales support

LEVEL 3 · RESELL + CO-DELIVER

Gold Partner

Offer testing plus compliance, Indian regulatory audits and advisory.

- Everything in Silver
- ISO, SOC 2, PCI DSS, GDPR, DPDP and more
- RBI, SEBI and IRDAI audits; vCISO and GRC
- Compliance Tool, co-hosted webinars and seminars

LEVEL 4 · FULL PORTFOLIO

Elite Partner

Offer the complete HostX portfolio, including 24/7 managed security, with our deepest support.

- All 55 services, incl. SOC, MDR, VMDR and incident response
- Resell, co-deliver or white-label*
- Dedicated partner manager
- Co-hosted workshops and joint campaigns

* White-label delivery is available by separate agreement.

COMPARE LEVELS

What each level unlocks.

Referral fees and partner pricing for each level are shared during onboarding and set out in your partner agreement.

	Authorized	Silver	Gold	Elite
Best for	Consultants, IT and CA firms starting out	IT companies and MSPs adding security testing	Audit, consulting and GRC firms	MSSPs, system integrators and large IT partners
Model	Referral	Resell	Resell + co-deliver	Resell, co-deliver or white-label*
Services	Any HostX service, by referral	Offensive security + application security	Silver + compliance, India regulatory audits and advisory	Full portfolio — all 55 services, incl. managed security
Platforms	—	Penarc	Penarc + Compliance Tool	Penarc + Compliance Tool
Events	HostX webinars	HostX webinars	Co-host webinars & seminars	Co-host webinars, seminars & workshops
Training	Partner orientation	Sales & product training	+ Technical training	+ Advanced training for your team
Support	Partner portal & email	+ Pre-sales support	+ Joint client meetings	+ Dedicated partner manager
Marketing	Partner listing	+ Sales kit & sample reports	+ Co-branded material	+ Joint campaigns & case studies

How levels work

- Your starting level is agreed in the first call, based on your team, clients and the services you want to offer.
- Move up by completing training, adding services and meeting the level requirements.
- Levels are reviewed once a year with your partner contact.
- All partnerships are non-exclusive, and you keep your client relationship.

THE HOSTX PORTFOLIO

55 services across six practice areas.

Offensive Security

- VAPT
- Web, Mobile & API Pentests
- Network & Cloud Pentests
- Red Teaming
- PTaaS & AI Pentesting
- IoT, OT & Medical Devices
- Black Box & Grey Box
- Vulnerability Assessment

Application Security

- Secure Code Review
- SAST & DAST
- Software Composition Analysis
- Threat Modeling
- SDLC Gap Analysis

Compliance – Global

- ISO 27001, 27017, 27018
- ISO 27701 & ISO 42001
- SOC 2
- PCI DSS
- GDPR & HIPAA
- NIST CSF & GRC

India Regulatory

- RBI Audit
- SEBI CSCRF Audit
- IRDAI Audit
- DPDP Act Compliance
- SAR (Data Localisation)
- CICRA & Digital Lending

Managed Security

- Managed SOC
- MDR
- 24/7 Security Monitoring
- Continuous VMDR
- SIEM & EDR/XDR
- Threat Hunting & Threat Intel
- Incident Response & Forensics

Advisory

- vCISO
- Cloud Security Audit
- AI-Driven Reconnaissance
- Root Cause Analysis
- Cyber Crisis Management Plan
- VDP & ITGC Audit

Penarc — AI pentest reporting

Turn findings into complete pentest reports quickly, track fixes and re-tests, and share results with clients in one place. Available from Silver level.

penarc.ai →

Compliance Tool — live compliance

Track controls, evidence and audit progress for ISO, SOC 2, PCI DSS, DPDP and Indian regulations, and share audit-ready reports. Available from Gold level.

INDUSTRY SOLUTIONS

24 solutions for four key industries.

Ready-made offers for clients in banking, manufacturing, healthcare and accounting.

Banking & Financial

- Core Banking & SWIFT Defense
- PCI-DSS Payment Environment
- Fintech App & API Shield
- Financial Regulatory Compliance
- Anti-Fraud & Session Defense
- High-Frequency Trading Security

Manufacturing

- ICS & SCADA Protection
- Industrial IoT (IIoT) Security
- Supply Chain & Hardware Defense
- OT Network Segmentation
- Smart Factory Automation Security
- ISO/IEC 62443 Assurance

Healthcare

- EHR & Patient Data Defense
- HIPAA & HITECH Assurance
- IoMT & Medical Device Pentesting
- Hospital Network Defense
- Telehealth Platform Security
- 24/7 Life-Critical Ransomware Defense

Accounting

- Tax & Financial Portal Pentest
- CPA Firm Multi-Tenant Defense
- SOC 1 & SOC 2 Type II Prep
- Payroll & Billing Integrity
- Ransomware & Backup Defense
- Regulatory Privacy Shield

EVENTS PROGRAMME

Bring security knowledge to your clients and community

Webinars
Online sessions for your clients or members.

Seminars
In-person talks on threats and compliance.

Workshops
Hands-on labs led by HostX experts.

Awareness
Cyber safety sessions for staff and students.

TAKE THE FIRST STEP

Five steps to becoming a partner.

01
Apply with the partner eligibility form.

02
Our partner team reviews and calls you.

03
Agree your level and sign the agreement.

04
Get onboarded, trained and listed.

05
Start selling and grow to the next level.

What HostX provides

- Partner training on services, Penarc and selling security
- Sales kit: brochures, sample reports, proposal templates
- Pre-sales help on scoping calls
- In-house delivery with clear reports
- Partner listing on hostxintelligence.com
- Partner manager at Elite level

Partner responsibilities

- Represent HostX services accurately to clients
- Follow the partner agreement and level requirements
- Protect client and HostX confidential information
- Keep client data secure and follow data protection law
- Complete the training for your level
- Share client feedback to improve delivery

Ready to apply?
Fill the partner eligibility form at hostxintelligence.com/partners

Join Now

QUESTIONS

Frequently asked questions.

Who can become a HostX partner?

IT companies, MSPs, system integrators, consultants, CA and audit firms, security firms and technology companies.

Which level should I start at?

Most partners start at Authorized or Silver. We help you choose during the first call.

How do I move up a level?

Complete the training, add services and meet the level requirements. Levels are reviewed every year.

Who delivers the work?

HostX's in-house team. At Gold and Elite you can co-deliver with us.

Is there a fee to join?

No. Joining the HostX Partner Program is free.

Is the partnership exclusive?

No. All partnerships are non-exclusive.

How are partner earnings set?

Referral fees and partner pricing for each level are shared during onboarding and set out in your partner agreement.

Can I offer Penarc on its own?

Yes. Silver partners and above can offer Penarc to their clients.

HOSTX INTELLIGENCE

LET'S GROW TOGETHER

Become a HostX partner.

Talk to our partner team about the right level for your business.

CALL
+91 92596 98575

EMAIL
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Apply at hostxintelligence.com/partners

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