

MEDTECH REFERRAL PARTNER PROGRAM

Refer your MedTech clients to the team that never gets them rejected.

Blue Goat Cyber is the medical device cybersecurity partner for regulatory consultants, MedTech software firms, attorneys, insurers, and investors. Refer with confidence, deepen client trust, and earn rewards on every introduction that closes.

250+

FDA submissions supported

0

Client rejections, ever

24h

Fixed-fee scope turnaround

100%

SDVOSB certified team

THE IDEAL PARTNER

Who we partner with

We work with firms whose clients keep running into medical device cybersecurity, but who don't deliver it themselves.

Regulatory & QMS consultants

The FDA cyber questions land on your desk every submission. We hand you a clean answer.

MedTech software & SaMD firms

We engage at architecture-design time so threat modeling and SBOMs feed your IEC 62304 lifecycle.

FDA & life sciences attorneys

Expert letters, opinions, and fast risk reads for diligence, claims, and post-incident response.

Cyber insurance brokers

Same-day underwriting answers and pre-bind risk assessments on medical device accounts.

MedTech investors & VCs

Portfolio posture reviews and diligence on Series A+ rounds and acquisitions.

Cloud, MDSAP & accelerator networks

On-call medical device cyber expertise without your clients needing a full retainer.

THE 3-STEP HANDOFF

How a referral works

01 · You introduce

Day 0. Warm intro to Melissa by email, LinkedIn, or calendar. One line is enough.

02 · We scope in 24h

Within 24h. 30-min discovery call, then a fixed-fee scope the next business day. You're copied throughout.

03 · You're rewarded

On signature. Percentage of first-year revenue, co-marketing, or reciprocal referrals — your firm's policy.

PARTNER BENEFITS**Why partners refer us****Generous referral rewards**

Every closed referral is recognized in a way that fits your firm's policies — cash, co-marketing, or reciprocal intros.

Fast, white-glove handoffs

Warm intros get a response in one business day and a fixed-fee scope in 24 hours.

Borrow our credibility

Co-branded materials, joint webinars, and 250+ FDA submissions with zero rejections back your recommendation.

We never compete with you

Scope is narrow: medical device cybersecurity. Anything else routes straight back to you.

STRATEGIC ALLIANCES**Ways we go deeper****Joint webinars & podcasts**

Co-hosted sessions and guest swaps on FDA timelines, threat modeling, and postmarket vulnerability handling.

Co-authored whitepapers

Benchmark reports and reference frameworks (524B readiness, SBOM/VEX maturity) the MedTech community cites.

Events & conferences

Joint booth presence, panels, and dinners at MedTech World, RAPS, LSI, HIMSS, BIOMEDevice, and DeviceTalks.

Named alliance status

A public, two-way alliance with logo placement, named spokespeople, and a quarterly cadence — not a logo swap.

FAST ANSWERS**What partners ask first****Will you try to take my client?**

No. Your client stays your client. We keep you copied at every milestone and defer to your relationship.

Can you work as our subcontractor?

Yes. Teaming and subcontract models supported, with up to 10% prime/management markup on our fees.

Ready to send your first intro?

Book a 30-minute partnership discussion with Melissa Espinosa, VP of Strategic Partnerships.

Book Melissa →bluegoatcyber.com/partners