



HackenProof Referral Program

Handbook For Referrals

ABOUT HACKENPROOF

OUR MISSION

Make Web3 a safer place

KEY METRICS

- **7+ years** of experience
- **200+** satisfied clients
- **50+** strong partnerships
- **20+** highly skilled members

OUR VALUES

- Foster excellence
- Hack the norm
- Take ownership
- Empower unity
- Be an ethical hacker

WHO ARE WE?

HackenProof is a crowdsourced security platform for exchanges, protocols and smart contracts. It connects crypto projects with the global hacker community and professional security researchers to uncover security issues.

OUR STORY

Our journey started in 2017 as a small Ukrainian group of bug hunters. Over the years, HackenProof has grown into a global leader in blockchain security, evolving alongside the industry and actively shaping it. We partner with leaders like the Ethereum Foundation, Aptos, Polygon, Near, Aurora, Sui, MetaMask, 1inch, TON Foundation, Cronos, OKX, Status, and over 155 other projects.

WHAT DO WE DO?

HackenProof help crypto projects find and fix vulnerabilities by running bug bounty programs, crowdsourced audits, and vulnerability disclosure programs. Our team manages everything – from triage to integrations, making security testing seamless and efficient. By connecting projects with thousands of ethical hackers, we turn community power into continuous protection.

HACKENPROOF PRODUCTS AND SERVICES

BUG BOUNTY – HACKENPROOF

Description

Leading Web3 bug bounty and crowdsourced audit platform for crypto projects with over 170 active programs.

Why do customers need it?

- Cost-effective crowdsourced protection via bounties and crowdsourced audits
- Engage a broader community of security researchers

Main Hacken advantages

- Crowdsourced audits (100+ professional auditors)
- Triage team (validate → escalate → fix)
- 40K+ ethical hackers (biggest on the market)
- Fees flexibility
- Fast feedback implementation

Ideal customers

- Blockchain protocols, crypto wallets, crypto exchanges, Web3 projects (pre-launch and actively building), development studios, traditional institutions & government projects

Case studies and references

- [OKX's Strategic Partnership with HackenProof](#)
- [Polygon Labs \\$1M Bug Bounty](#)
- [NEAR Protocol and HackenProof Partnership](#)
- [How Sui moved to HackenProof and paid hackers almost 1 million dollars](#)
- [Aptos Foundation Bug Bounty With Up to \\$1M Reward](#)

Pricing

- Custom Subscription
- 10% bug fee

OUR POLICIES AND RULES

MINIMUM ENGAGEMENT PRICE

The minimum price for any service is \$10,000.

KNOW YOUR BUSINESS (KYB)

Protecting our reputation is more crucial than rushing into deals with questionable projects. Unless they are CMC 100 companies, we ask all new clients to pass KYB before we engage with them.

ADDITIONAL RULES

We DON'T work with

- gambling and casino projects
- projects from russia (due to russia's aggression against Ukraine)
- projects whose founders have been involved in scams or rug pulls

We are CAUTIOUS with meme projects or other projects that look like pump-and-dump schemes.

HOW TO COMMUNICATE WITH POTENTIAL CLIENTS

TELEGRAM AS A MAIN COMMUNICATION CHANNEL

We always prioritize live communication, so creating a group chat in Telegram is the best option. Indeed, Telegram works best for setting up conversations and making introductions. Please use the following template for group naming: “**Client Project Name <> HackenProof x Your Name**”

Outbound Recommendations

- **Target the right person:** Ideally, a CTO or CSO in a large company or a CxO in smaller companies (up to 20-30 people).
- **Personalize your approach:** Write custom messages that address the recipient's specific situation at this point in time.
- **Highlight how your offering solves their current challenges.** Show that you did some research on them, know their plans, and offer a solution that will help them achieve their goals.
- **Focus on providing value to the project, not selling the service**
- **Prioritize real communication:** Avoid spamming people with cookie-cutter follow-ups and approach each follow-up individually — mention some update from project's X read recent news and media mentions — this will help you cut through the noise.
- Use Telegram, Discord Server, LinkedIn, or other means of communication to reach the person.

TONE OF VOICE

Keep It Simple

- Write short, specific messages.
- Remove unnecessary words and get straight to the point.
- Use simple instructions or lists of tasks instead of long explanations.
- Use tools like Grammarly/ChatGPT to ensure clear and error-free messages.

MOVE THINGS FORWARD

- Be firm and consistent in your requests and suggestions.
- Clearly state deadlines and next steps before ending meetings or messages.
- Ensure everyone understands what comes next to maintain momentum.
- Use due dates for prioritization and flexible task assignments.

CONTEXT MATTERS

- The tone of voice, facial expressions, and body language can get lost in written communication.
- Avoid irony and sarcasm; be clear and positive.
- Use encouraging language and markers to convey positivity.
- Assume the best when reading messages and clarify if needed.
- Provide additional context to help others understand your perspective.

OVER-COMMUNICATE

- Spend extra time adding details and editing for clarity to avoid miscommunication.
- Include as much information as possible in your messages.
- Be clear about what you need from the other person.

FUTURE WORKFLOW FOR REFERRALS

1. Contact with a prospect established.
2. Interest in Hackenproof services is confirmed (e.g., security audit, opening a bug bounty program, consultancy services, ecosystem security grant).
3. HackenProof Referral Manager is added to the communication channel; the introduction is made.

REFERRAL FEES

BUG BOUNTY SERVICES:

- 10% of Annual Company Subscription

PAYMENT TERMS

- Paid within the first 10 business days of the month following full payment by the Client.
- In USD, USDT, USDC, or wire transfer unless agreed otherwise.

ALTERNATIVE OPTION:

- A 10% discount on the referred Party's first commercial offer instead of a referral fee if agreed in writing via email.