

PartnerSphere Channel Program

Protect What Matters Most

Imperva has a singular purpose: to defend your customer's business critical data and applications from cyber-attacks and internal threats. Our solutions enable you to discover assets and risks, then protect customers' valuable information – their intellectual property, business plans, trade secrets, customer and employee information, and the day-to-day data that drives their business. Imperva solutions also help your customers comply with the myriad of increasingly stringent data protection regulations and mandates, as well as enforce policies, entitlements and audit controls.

Why Join the Imperva PartnerSphere Channel Program?

Imperva PartnerSphere is a world-class channel program that enables partners to create a high growth, profitable and differentiated cyber security business with Imperva products that address cyber security threats in the cloud and on-premises. With a broad portfolio of award-winning products that include SaaS and cloud offerings in addition to flexible licensing programs, partners can address new opportunities to allow them to grow their business faster. With rich margins, streamlined enablement and turnkey marketing programs, partners enjoy rich rewards that provide an outstanding return on their investment.



Industry Leading Company

- Imperva products address a \$4.6 B market segment which creates an outstanding growth opportunity.
- With over 4,800 customers in more than 100 countries, you'll enjoy unparalleled upsell and cross sell opportunities.
- Cyber security, it's our focus and our passion – it's what we do



Visionary Products

- The Imperva portfolio has been recognized by leading industry analyst firms.
- Imperva has invested more than \$100M in R&D over the last three years.
- Imperva offers great flexibility in product licensing including perpetual, SaaS and subscription-based offerings that meet customer requirements.



Rich Rewards and Recognition

- Rich deal registration margins for partner sourced deals
- Market development funds, free trial and demo software, discounted demo units
- Turnkey marketing programs and concierge services
- Imperva recognized as the only leader three consecutive years — 2014 through 2016 in the Gartner Magic Quadrant for Web Application Firewalls¹
- Imperva Incapsula listed as a Leader in the Forrester Wave™ DDoS Services Providers²

Source: ¹ Gartner – Magic Quadrant For Web Application Firewalls, Jeremy D'Hoinne, Adam Hills, Claudio Neiva, 19 July 2016

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² Forrester - The Forrester Wave™: DDoS Services Providers Q3, 2015

PartnerSphere Benefits

Sales Benefits	Platinum	Gold	Silver
Deal Registration	✓	✓	✓
Imperva Generated Leads	✓	Case by Case	--
Incentives and Rebates	✓	Case by Case	--
Demonstration and Equipment Discounts	✓	✓	✓
Renewal Incumbency	✓	✓	✓
Sales / Pre-sales Support Resources	✓	✓	✓
Marketing Benefits	Platinum	Gold	Silver
Marketing Support Resources	✓	Case by Case	--
Market Development Funds (MDF)	✓	✓	✓
Turnkey Marketing Programs	✓	✓	✓
Joint Lead Generation Programs	✓	Case by Case	Distributor
Webcasts	✓	✓	--
Joint Customer Success Stories	✓	Case by Case	Case by Case
Joint Press Releases	Case by Case	Case by Case	--
PartnerSphere Resources	Platinum	Gold	Silver
PartnerSphere Portal	✓	✓	✓
Imperva Executive Briefing Center	✓	✓	--
Imperva Partner Advisory Council	✓	--	--
Training and Certification Benefits	Platinum	Gold	Silver
Sales Training Accreditation	Online	Online	Online
Technical Pre-sales Training Accreditation	On-site & Online	Online	--
Discounts for Web, Database and File Security Certification Courses	✓	✓	--

Partner with the Leader in Cyber Security

According to recent reports cited by the White House, cyber-attacks have increased fivefold since 2009, and these new threats will continue to escalate in frequency and ferocity. Imperva is committed to supporting and working with you over the long run – helping you keep up with security and compliance challenges by focusing on what really matters: your customer’s business-critical data and applications.

Learn more by visiting www.Imperva.com