

Building a complete cyber security technology ecosystem dedicated to data security and compliance

Security and compliance requirements compel organizations to take an enterprise-wide view of cyber security to protect what matters most – their data and applications. Imperva partners with technology providers offering best-of-breed solutions with the goal of building the industry's broadest technology ecosystem dedicated to data and app security. Imperva Certified Solutions allow customers to identify TAP Partners' products that are certified to interoperate with Imperva products to extend and augment the functionality of their existing security, networking, and business software solutions.

The Imperva technology ecosystem spans the following solution areas:

- Anti-malware
- Business Software
- Cloud and SaaS Applications
- Fraud Prevention
- Identity Management
- Masking and Encryption
- Network Visibility
- Platform
- SIEM
- Vulnerability Assessment

Program Overview

The PartnerSphere Technology Alliance Program ("TAP") is an alliance program that enables security technology companies or vendors to integrate and co-market their products with the award-winning Imperva cyber security portfolio to create solutions that deliver added value for customers and generate revenue growth for TAP Partners. In addition, TAP Partners whose products meet specific interoperability requirements will receive the rights to market such products as "Imperva Certified Solutions".

Program Benefits

As an Imperva PartnerSphere Technology Alliance Partner, you will enjoy the following benefits:

Program Benefits	TAP Partner	TAP Partner with Imperva Certified Solution(s)
Listed on the Imperva Technology Alliance Program Webpage	✓	✓
Solution covered in Imperva Newsletters	Case-by-case basis	✓
Imperva Certified Solution Logo	--	✓
Technology Interlock Meetings	--	✓
Go-to-Market Planning and Coordination	--	✓
Discounts on Imperva Appliance for Non-Production Testing	--	Case-by-case basis
Access to Imperva Appliances for Interoperability Testing	--	Case-by-case basis
Joint Solution Webinars	--	✓
Participation in Imperva Events	--	By Invitation

Program Requirements

To participate in the Program, you must meet the following requirements:

Program Requirements	TAP Partner	TAP Partner with Imperva Certified Solution(s)
Execute an Imperva Technology Alliance Program Agreement	✓	✓
Execute an Imperva Certified Solution Addendum	--	✓
Annual TAP Membership Fee	\$3,000	\$3,000 + Certification Fees
Partner Led Interoperability Testing	Case by case	--
Provide Applicable Partner Solution for Certification Testing	--	✓
Reciprocal website listing of solution and logo	✓	✓
Designate a TAP Liaison Contact	✓	✓
Designate a Technical Support Contact	--	✓
Designate a Marketing Contact	--	✓
Review of Custom Collateral	✓	✓

Visit www.imperva.com to apply or email questions to impervaTAP@imperva.com