

# Service Provider Program Overview

Imperva recognizes that customers have a choice when it comes to how they invest, deploy and manage security solutions required to protect their business. Leveraging managed security services is core to addressing their desired business outcomes including the adoption of industry leading security offerings, multi-vendor consolidation, resource allocation and cost management.

The Imperva Service Provider Program supports our customers by leveraging managed security services delivered by the most qualified Service Providers in the industry.

## Advantages of partnering with Imperva

- ✓ Opportunities for portfolio consolidation
- ✓ Reduced licensing costs and increased margins
- ✓ A scalable solution for businesses and enterprises
- ✓ Consumable for all IT environments
- ✓ Dedicated resources from sale to support
- ✓ Managed service programs to accelerate revenue growth

## Why join the Imperva Service Provider Program?

Imperva's Service Provider Program provides the framework for establishing your Imperva Managed Services offerings with defined benefits and requirements to accelerate your time to market and profitability while focusing on core competencies, expanded enablement, contribution recognition, global consistency and operational efficiency.

### SUMMARY BENEFITS AND REQUIREMENTS

#### Core Partner Benefits

Flexible Partner Engagement Tiers

Pricing Options Aligned to Partner Managed Services Pricing Methodology

Service Creation Commitment

#### Core Partner Requirements

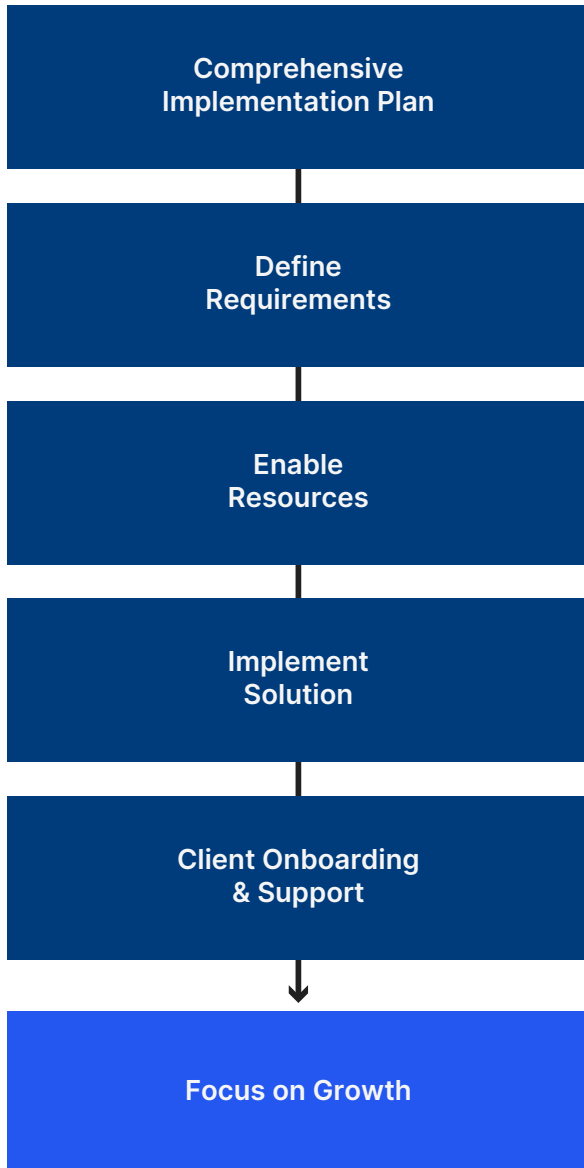
Established Service Provider

Existing Managed Security Solutions

24 × 7 × 365 Customer Support SOC

## Imperva's Service Creation Framework

The **Imperva Service Creation Framework** is our managed services onboarding methodology to help Service Providers sell, implement and support your Imperva managed services solutions.



Imperva is an analyst-recognized, **cybersecurity leader** championing the fight to **secure data and applications** wherever they reside.

We look forward to having you join us as an Imperva Service Provider!

To learn more about the Imperva Service Provider Program, complete the [Partner Program Application](#) or contact our team at [Partners@Imperva.com](mailto:Partners@Imperva.com).