Table of Contents

Protect What Matters Most ................................................. 3
Why Join the Imperva PartnerSphere Technology Alliance Program? . . . 4
The Imperva Product Portfolio ............................................. 5
How to Become a PartnerSphere Technology Alliance Partner ........ 7
PartnerSphere Technology Alliance Program Benefits ................. 8
Solution Categories .......................................................... 10
PartnerSphere Technology Alliance Program Requirements ........ 12
Protect What Matters Most

Imperva® has a singular purpose: to provide cloud and on-premises solutions that defend your business critical data and applications from cyber-attacks and internal threats – wherever they reside - on-premises, in the cloud, and across hybrid environments.

The company’s Incapsula, SecureSphere, and CounterBreach product lines help organizations protect websites, applications, APIs, and databases from cyberattacks while ensuring compliance. Imperva innovates using data, analytics, and insights from our experts and our community to deliver simple, effective and enduring solutions that protect our customers from cybercriminals.

Through our Imperva SecureSphere, Imperva Incapsula, Imperva CounterBreach, Imperva Camouflage and Imperva ThreatRadar product lines, we help customers to:

- Discover assets and risks
- Protect information
- Comply with regulations
Why Join the Imperva PartnerSphere Technology Alliance Program?

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 Imperva’s award-winning 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".

By joining the PartnerSphere Technology Alliance Program, a TAP Partner becomes part of a select community working with us as we build an ecosystem dedicated to cyber security and compliance.
Industry-Leading Company

Imperva products address a large and growing market segment, which translates into an outstanding growth opportunity for partners. With more than 5,900 customers in more than 100 countries, from small and medium-sized businesses up to the Fortune 1000, Imperva offers significant opportunities for solutions that extend functionality to our joint customers.

Visionary Hybrid Products

Imperva is constantly monitoring the cyber security market to quickly build the products designed to meet customer requirements. We invest substantially in research and development to generate an award-winning portfolio that has been recognized by leading industry analysts. Imperva offers great flexibility in product licensing, including perpetual, SaaS and other subscription-based offerings to meet diverse customer requirements for public cloud, hybrid and on premises deployments.

Awareness and Go-to-Market Programs

All PartnerSphere TAP partners enjoy increased awareness among Imperva customers and prospects. Their solutions will be listed on the Imperva website and their solutions may be covered in newsletters to our sales and partner communities. Partners with an Imperva Certified Solution enjoy additional benefits including go-to-market programs, ability to use the Imperva Certified Solution Logo on their marketing materials, discounts on Imperva appliances and invitation to participate in special Imperva events.

The Imperva Product Portfolio

SecureSphere is a comprehensive, cyber security software platform that includes solutions for web, database, file and insider threat security. It scales to meet the security demands of even the largest organizations and is backed by the Imperva Defense Center, a premier research organization for security analysis, vulnerability discovery, DDoS mitigation and compliance expertise. Imperva Defense Center research combines extensive lab work with hands-on testing in real world environments and learnings from Imperva SaaS and managed offerings to enhance Imperva products and deliver up-to-date threat protection and DDoS mitigation.
Incapsula is a cloud-based application delivery service that protects websites and increases their performance, improving end user experiences and safeguarding web applications and their data from attack. Incapsula includes a web application firewall to thwart hacking attempts, DDoS mitigation to ensure attacks don’t impact online business assets, a content delivery network to optimize and accelerate web traffic, and a load balancer to maximize the potential of web environments.

CounterBreach is a multi-layered security solution that protects enterprise data from theft and loss caused by compromised, careless or malicious users. It combines advanced behavioral analysis and deception technology to identify and contain insider threats. Using CounterBreach, security teams can quickly discern between malicious and normal activity so they can immediately identify and react to risky behavior.

Imperva Camouflage Data Masking reduces the risk of data breach by replacing sensitive data with realistic fictional data. The masked data maintains referential integrity and is statistically accurate enabling testing, analysis and business processes to operate normally. The Imperva Camouflage Data Masking solution not only helps protect data from theft, but also ensures compliance with regulations and international policies dictating data privacy and transport.

ThreatRadar is the premier threat intelligence feed that arms the award-winning Imperva SecureSphere Web Application Firewall (WAF) with the following protections to defend against constantly evolving web-based threats:

- **Reputation Service**: Filters traffic based upon latest, real-time reputation of source
- **Community Defense**: Adds unique threat intelligence crowd-sourced from Imperva users
- **Bot Protection**: Detects botnet clients and application DDoS attacks
- **Account Takeover Protection**: Protects website user accounts from attack and takeover
- **Fraud Prevention**: Simplifies deployment of best-in-class partner fraud prevention solutions
How to Become a PartnerSphere Technology Alliance Program Partner

Membership in the Imperva PartnerSphere TAP is by invitation only. In addition, companies with solutions that are strategic to Imperva may have their solutions chosen to be verified as Imperva Certified Solutions. These solutions will be tested for product interoperability as outlined by Imperva in the Imperva Certified Solution Addendum to the PartnerSphere TAP Agreement.

To become a TAP Partner you must:

• Execute an Imperva TAP Agreement
• Meet the requirements outlined in this Program Guide
• Pay the annual TAP program fees

Imperva PartnerSphere Technology Alliance Program Agreement

All partners who desire to join the Imperva PartnerSphere TAP must execute a TAP Agreement. The TAP Agreement outlines the terms, conditions and requirements regarding the relationship between Imperva and the TAP Partner.

In addition, in order to continue membership in the TAP, TAP Partners must remain in compliance with the requirements outlined in this Program Guide. Imperva may update this Program Guide from time to time without notice to the TAP Partner.

Annual TAP Membership Fees

Each TAP Partner is responsible for the annual, non-refundable TAP membership fee of $3,000 USD. Fees are due upon signing of the TAP Agreement and annually thereafter on the anniversary date of the effective date of the TAP Agreement.

In addition to membership as a TAP Partner, Imperva may, in its sole discretion, invite a TAP Partner to submit its solution for verification as an Imperva Certified Solution. As such, additional fees may be charged for each specific version of the TAP Partner solution that is submitted for certification. Specific terms and conditions of the Imperva Certified Solutions program are set forth in the separate Imperva Certified Solutions Addendum to the TAP Agreement.
PartnerSphere Technology Alliance Program Benefits

<table>
<thead>
<tr>
<th>PROGRAM BENEFITS</th>
<th>TAP PARTNER</th>
<th>TAP PARTNER WITH IMPERVA CERTIFIED SOLUTION(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Listed on the Imperva Technology Alliance Program Webpage</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Solution Covered in Imperva Newsletters</td>
<td>Case by Case</td>
<td>✓</td>
</tr>
<tr>
<td>Imperva Certified Solution Logo</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Technology Interlock Meetings</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Go-to-Market Planning and Coordination</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Discounts on Imperva Appliances for Non-Production Testing</td>
<td>--</td>
<td>Case by Case</td>
</tr>
<tr>
<td>Access to Imperva Appliances for Interoperability Testing</td>
<td>--</td>
<td>Case by Case</td>
</tr>
<tr>
<td>Joint Solution Webinars</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Participation in Imperva Events</td>
<td>--</td>
<td>By Invitation</td>
</tr>
</tbody>
</table>

Website listing

As a TAP Partner, your solution and company logo will be listed on the Imperva PartnerSphere TAP webpage on the Imperva website at [www.imperva.com](http://www.imperva.com).

Imperva Newsletters

Partner solutions that have been verified as Imperva Certified Solutions may receive coverage in Imperva newsletters. These newsletters provide an overview of Imperva Certified Solutions and their value propositions to accelerate understanding within our sales organization and speed opportunity creation. Non-certified partner solutions may be covered in Imperva newsletters on a case-by-case basis.

Imperva Certified Solution Logo

Partner solutions that have been certified as Imperva Certified Solutions will receive access to the Imperva Certified Solution Logo. The Logo may also be used by the relevant TAP Partner in its marketing activities and on its website to promote the applicable Imperva Certified Solution. Terms and conditions governing such Imperva Certified Solution Logo are more fully set forth in the Imperva Certified Solutions Addendum.
Technology Interlock Meetings

For TAP Partners that have an Imperva Certified Solution, technology interlock meetings will be scheduled as agreed by Imperva and the TAP Partner. An interlock meeting may be requested by either party to facilitate the transfer of product information important to both parties. Interlock meetings will occur at a time and place convenient to both parties.

Go-to-Market Planning and Coordination

TAP Partners with Imperva Certified Solutions will enjoy access to Imperva alliance and marketing resources, with whom the TAP Partner may work on go-to-market activities with the goal of building sales pipeline. This may include joint program development, sales and channel mapping, joint events and the creation of custom marketing assets.

Discounts on Imperva Appliances for Non-Production Testing

Imperva may, in its sole discretion, sell TAP Partners certain Imperva appliances at a discounted price for non-production use and for interoperability testing, demos and customer support purposes.

Access to Imperva Appliances for Interoperability Testing

TAP Partners may request access to Imperva appliances for the purpose of conducting interoperability testing on its products as part of the Imperva Certified Solutions Program. Provision of Imperva appliances is subject to availability and at the sole discretion of Imperva. To the extent applicable, TAP Partner’s rights to such virtual appliance(s) are governed by the Exhibit A to the TAP Agreement, and TAP Partner’s rights to any hardware appliance(s) will be subject to a separate agreement governing such hardware appliance(s).

Joint Solution Webinars

Imperva may schedule joint training webinars with the TAP Partner to provide an overview of the Imperva Certified Solution, joint value proposition and prospect and competitive positioning to our sales and channel partners with the goal of creating joint opportunities that our respective sales teams can pursue.

Participation in Imperva Events

Throughout the year Imperva attends and hosts a number of events. TAP Partners may be invited to participate in these events to showcase their products, including Imperva Certified Solutions, to prospects, customers, sales team members and partners. Additional fees may be required.
Solution Categories

Imperva will categorize each TAP Partner solution, both certified and non-certified, using the categories below. Categorization of the TAP Partner solution is at the sole discretion of Imperva. An overview of each category is listed below.

Anti-malware
Hackers, cybercriminals and spies steal data through a combination of spear phishing emails and zero-day malware. Conventional defenses like intrusion prevention systems (IPS) and anti-virus (AV) are ineffective against these advanced attacks. Imperva has partnered with anti-malware vendors to isolate malware-infected devices and prevent them from accessing sensitive data. Together, the integrated solution provides a powerful defense against targeted attacks and Advanced Persistent Threats (APT).

Business Software
Imperva supports and interoperates with many of the most widely deployed business software solutions in the world. By integrating with leading on-premises applications and Software-as-a-Service providers, customers can be assured that Imperva will fully support their critical database, cloud application and incident management software.

Cloud and SaaS Applications
Imperva has enlisted the cooperation of leading cloud, Infrastructure-as-a-Service (IaaS) and SaaS application providers to address customers’ security requirements for visibility and control of cloud application usage. Imperva SecureSphere together with other cloud application providers deliver an integrated, flexible, reliable and best-of-breed data security solution that enables organizations to safely host and run business-critical operations in the cloud.

Encryption
Masking and encryption solutions ensure data integrity and confidentiality by rendering sensitive data unreadable. Imperva SecureSphere integration with data masking and encryption products enable organizations to monitor, audit, and protect database data in transit and at rest.
Identity

Identity solutions increase security and enable granular control over user access to applications and data. Together, Imperva and identity management and IDaaS partners can provide a fully integrated solution for authentication, access management, and application security.

Network Visibility

Imperva has enlisted the industry’s leading network visibility providers to address its customers’ networking and virtualization requirements. TAP partners’ products, together with Imperva SecureSphere, offer best-of-breed data security on highly scalable, flexible, and reliable platforms.

Platform

Imperva has enlisted the cooperation of the industry’s leading platform providers to address its customers’ networking and virtualization requirements. TAP Partners offer highly optimized platforms that, when combined with Imperva SecureSphere, offer flexible, reliable, best-of-breed data security. Imperva also partners with premier networking hardware vendors to meet the performance and high availability requirements of large enterprises and service providers. Partnerships with operating system vendors facilitate the development and testing of Imperva SecureSphere software agents.

SIEM

Imperva SecureSphere extends Web, database, and file security data to Security Information and Event Management (SIEM) solutions. Imperva offers fast, automated integration with a broad number of SIEM platforms, enabling customers’ ability to aggregate Imperva SecureSphere security and audit activity with log data from other networking, security, and identity management solutions.

Vulnerability Assessment

Imperva has partnered with leading vulnerability assessment vendors to identify and virtually patch web application vulnerabilities. By integrating with vulnerability assessment scanners, the Imperva SecureSphere Web Application Firewall can reduce the window of exposure and the disruption of emergency fix and test cycles.
PartnerSphere Technology Alliance Program Requirements

<table>
<thead>
<tr>
<th>PROGRAM REQUIREMENTS</th>
<th>TAP PARTNER</th>
<th>TAP PARTNER WITH IMPERVA CERTIFIED SOLUTION(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Execute an Imperva Technology Alliance Program Agreement</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Execute an Imperva Certified Solutions Addendum</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Annual TAP Program Fee</td>
<td>$3,000</td>
<td>$3,000 + Certification Fees</td>
</tr>
<tr>
<td>Partner Led Interoperability Testing</td>
<td>Case by Case</td>
<td>--</td>
</tr>
<tr>
<td>Provide Applicable Partner Solution for Certification Testing</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Reciprocal Website Listing of Solution and Logo</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Designate a TAP Liaison Contact</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Designate a Technical Support Contact</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Designate a Marketing Contact</td>
<td>--</td>
<td>✓</td>
</tr>
<tr>
<td>Review of Custom Collateral</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

**Partner-Led Interoperability Testing**

Imperva will provide guidelines and requirements regarding the tests to be completed and results obtained in cases where partner-led testing makes sense.

**Reciprocal Website Listing of Solution and Logo**

As a TAP Partner, Imperva will list the TAP Partner’s solution and company logo on the Imperva PartnerSphere TAP webpage. We also require that each TAP Partner list the Imperva solution and logo on the appropriate page on their website within 90 days of execution of the TAP Agreement.

**TAP Liaison Contact**

Imperva will designate an alliance manager as the TAP Partner’s primary contact. Imperva also requires that a suitable executive be designated by the TAP Partner as the Imperva TAP business contact, and both parties agree to provide updates should the contact name or information change.
Technical Support Contact

TAP Partner and Imperva shall each provide primary technical support for its own solution to its own customers. In addition, TAP Partners with Imperva Certified Solutions and Imperva shall each make reasonable efforts to provide to each other technical support of its Imperva Certified Solution or corresponding Imperva Solution, respectively, with respect to issues concerning interoperability. Such reciprocal technical support of its own solution to the other shall be made during normal business hours and at no cost to the other party.

Partner Solutions Required for Certification Testing

If chosen to submit a solution to be verified as an Imperva Certified Solution, TAP Partner and Imperva shall separately enter into an Imperva Certified Solution Addendum to the TAP Agreement. The TAP Partner also agrees to provide the specific TAP Partner solution at no charge to Imperva and to provide required technical resources to configure and answer questions during the certification testing. Whether the TAP Partner solution successful meets the interoperability certification requirements established by Imperva shall be determined by Imperva in its sole discretion.

Marketing Contact

In order to build and implement our joint marketing and go-to-market programs, each TAP Partner with an Imperva Certified Solution is required to designate a marketing contact to work and coordinate with Imperva within 30 days of execution of the TAP agreement. Both parties agree to provide contact information and updates as required.

Review of Custom Collateral

Imperva encourages our TAP Partners to create co-branded sales tools and collaterals for use in sales and marketing efforts. Imperva requires prior review and approval of marketing materials and collateral other than those distributed directly by Imperva.