tufin | The Security Policy Company.

Solution Brief

Tufin Technology Alliance Partner (TAP) Program

The Tufin Technology Alliance Partner (TAP) program is an ecosystem of technology partners that are aligned with Tufin's commitment to orchestrating security policy across the hybrid cloud. The objective of the Tufin TAP Program is to enable third-party vendors or developers to be a part of Tufin's orchestration and automation fabric, thereby enhancing customer's security posture by leveraging Tufin's platform approach to deliver verified and supported solutions to mutual customers.

Solution Areas

In the TAP Program, partners select the Solution Area most closely aligned to the customer problem the joint solution is designed to solve. Products may fall in multiple Solution Areas. Qualified partners, as determined by Tufin, can select and engage in these Solution Areas:

- **Networking:** Network infrastructure, protection, management, intelligence, and other networking solutions
- **Security Operations:** Network and endpoint security solutions, automation and orchestration, and ITSM solutions
- **Cloud:** Public and Private cloud infrastructure, operations, networking, monitoring, and management solutions
- **Vulnerability and Risk:** Solutions to detect, manage, mitigate, and report on various types of vulnerbilities and organizational risk

Tufin TAP Program Certification

Integration Interface	Application scope needed from Tufin	Solution development and maintenance responsibility	Certification mode	Fees	Support engagement
Partnership Tier: TAP Select					
Tufin REST APIs or SDK	READ data	Integration partner	• Attestation of testing by technology partner • Demo of integration performed by technology partner for Tufin Business Development Team	Free	• Provided by Tufin Business Development Team • Initial response within 3 business days
Partnership Tier: TAP Advanced					
Tufin REST APIs or SDK	READ and WRITE data	Integration partner	• Everything from TAP Select • Integration code reviewed and tested by Tufin Business Development Team	$1000 Annual fees	• Provided by Tufin Business Development Team • Initial response within 3 business days
Partnership Tier: TAP Premier					
Tufin Open Policy Model (OPM) SDK	READ and WRITE data	Integration partner	• Attestation of testing by technology partner • Demo of integration performed by technology partner for Tufin Business Development and Research and Development teams • If requested: Integration code reviewed and tested by Tufin Research and Development Team	$2000 Annual fees	• Provided by Tufin Business Development and Research and Development teams • Initial response within 2 business days
Partnership Tier: TAP Integration Solution Partner					
Custom integration methods	READ and WRITE data	Integration developer	• Attestation of testing by technology partner • Demo of integration performed by technology partner for Tufin Business Development and Research and Development teams • If requested: Integration code reviewed and tested by Tufin Research and Development Team	$5000 Annual fees	• Provided by Tufin Business Development and Research and Development teams • Initial response within 2 business days

Tufin Go-To-Market

Tufin Ready	Tufin Ready Elite

• **Cost**: Free
• Joint go to market activities that may include and not limited to:
• Branding and use of name/logo
• Sales enablement and training for partner and Tufin Sales teams as well as mutual channel partners, where applicable
• **Collateral may include but not limited to:**
  • Solution brief
  • Recorded demo
  • Demo labs
  • Joint value prop deck
  • Deployment guide
  • Reference architectures
	• **Cost**: $2,000 USD annually*
	• Joint go to market activities that may include and not limited to:
	• Branding and use of name/logo
	• Sales enablement and training for partner and Tufin Sales teams as well as mutual channel partners, where applicable
	• **Collateral may include but not limited to:**
	  • Solution brief
	  • Recorded demo
	  • Demo labs
	  • Joint value prop deck
	  • Deployment guide
	  • Reference architectures
	• **Customer awareness and joint marketing, such as:**
	  • Tufin will provide quotes for partner-initiated press release
	• **Mutually agreed upon joint marketing activities which may include**
	  • White papers
	  • Case studies
	  • Joint events
	  • Blogs
	  • Webinars
	• **Event activities, including:**
	  • Cross marketing at industry and partner events
	  • Opportunities for sponsorship at Tufin customer and regional events
	
	* Fees may be waived at discretion of Tufin partner organization

TAP Certification Workflow

Identify — Potential partners and use cases →
Select — Formal partnership with legal framework →
Enable — Provision resources and Integration development →
Certify — Verify Partner integrations →
Manage — GTM and updates

For Questions and more information, contact: tap_partners@tufin.com