



**Program Guide**

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**Imprivata<sup>®</sup>, Inc., the converged identity and access management appliance company**



Imprivata, Inc.  
10 Maguire Road  
Lexington, MA 02421  
781-674-2700  
<http://www.imprivata.com>

## **I. Imprivata Overview**

Imprivata provides appliance-based converged Identity and Access Management (IAM) solutions. Imprivata safeguards enterprise information assets by enabling secure and compliant employee access to networks and applications--all while improving user productivity and convenience, and lowering IT's time, risk and cost for complying with data privacy and protection regulations.

Headquartered in Lexington, MA., Imprivata is one of the fastest growing companies in Identity and Access management with over 400 customers and 120 partners around the world. Imprivata's converged IAM platform, OneSign, has received top ratings in product reviews throughout the industry and has been twice awarded as "Product of the Year" in category.

## **II. What We Do**

Imprivata's business model is 100% partner-driven. From the start, Imprivata OneSign has been designed, packaged and priced to be distributed regionally, solely through leading security VARs and other solutions providers. We offer excellent gross margin, deal registration, comprehensive sales, marketing, and technical support. With over 400 customers, Imprivata offers you an opportunity to get in early on a fast-growing market opportunity while offering the most innovative products available.

Imprivata's appliance-based Converged IAM platform, OneSign, seamlessly integrates: strong authentication, application single sign-on, user provisioning, physical access control, and event reporting to provide one automated employee information access policy managed and enforced within a single, easy to use administrative framework.

By centrally mapping an employee's multiple corporate IT and physical security identities with their respective access policies and events, OneSign confirms an employee's work location, validates their identity, dynamically enforces and enables information access policy, and reports in real-time all access events for quick and easy compliance with data privacy and protection regulations.

Purpose-built for flexible and rapid enterprise deployment, Imprivata OneSign's appliance-based approach dramatically minimizes implementation time, infrastructure needs, and installation costs—accelerating your return on investment and lowering your on-going support costs.

### III. Imprivata Product Details

Imprivata's appliance-based Converged IAM platform, OneSign, seamlessly integrates strong authentication, application single sign-on, user provisioning, physical access control, and event reporting to provide one enterprise-wide automated employee information access policy managed and enforced within a single, easy to use administrative framework. Imprivata OneSign takes historically complex, fragmented and expensive solutions and makes them as simple to deploy and manage as possible.

By centrally mapping an employee's multiple corporate IT and physical security identities with their respective access policies and events, OneSign confirms an employee's physical work location, validates their identity, dynamically enforces and enables information access policy, and reports in real-time all access events for quick and easy compliance with security directives and data privacy and protection regulations.

Purpose-built for flexible and rapid enterprise deployment, Imprivata OneSign's appliance-based approach dramatically minimizes implementation time, infrastructure needs, and installation costs—accelerating your return on investment and lowering your on-going support costs.

Imprivata OneSign is flexible, offering distinct license modules to address specific enterprise needs:

- *OneSign Authentication Management* replaces Windows and remote access VPN passwords with a broad range of strong authentication options, including integrated management for One-Time-Password (OTP) tokens, finger biometrics, smartcards, proximity cards and building access cards. OneSign can mix and match various authentication modalities to provide greater security through flexible user authentication management, whether accessed through the network locally, via remote VPN, or while working offline.
- *OneSign Single Sign-On* quickly and effectively solves password management, security and user access issues. OneSign single sign-on enables ALL enterprise applications – legacy, client/server, Windows, JAVA, and web - without requiring any custom scripting, modifications to existing directories, or inconvenient end-user workflow changes.
- *OneSign Physical/Logical* integrates network and building access systems to provide a single consolidated user identity. Organizations can now implement one comprehensive, converged policy for allowing or denying network access based on a user's physical location, role, and/or employee status.

The OneSign platform also includes a lengthy list of embedded capabilities designed to facilitate Converged IAM with a variety of industry leading solutions and to address specific market and customer situational needs. These include:

Shared Desktop Management; Fast User Switching; User Roaming; Desktop Security; User Desktop Sharing; Secure Remote Access; Transaction Level User Authentication; open API's for integration with User Provisioning and Physical Access Control systems; and automated integration with business specific functions.

The power of Imprivata OneSign is that it's *ALL* in one box. Regardless of your initial start point, you can seamlessly enable additional capabilities as your needs evolve - all with a simple license key.

### III. Market Opportunity

Are you equipped to meet growing demand and help your customers dramatically simplify the complexity of authentication and access management? You can be by offering them a single award-winning platform – Imprivata® OneSign. Organizations of various sizes are seeking access and authentication solutions to improve user convenience, reduce IT help desk costs, and comply with government regulations (e.g., PCI, HIPAA, Data Protection Act, GLBA, SOx, FFIEC, HSPD-12).

Using breakthrough technology, Imprivata OneSign is an appliance-based platform for securing networks, applications and integrating building / IT access.

Organizations of all sizes will benefit from:

- Increasing network security, replacing Windows and remote passwords with strong authentication
- Solving password management headaches quickly and effectively with Single Sign-On
- Increasing enterprise security by converging network and building access security system

### IV. Product Recognition

- Gartner, Inc., “Leaders Quadrant in Gartner’s Magic Quadrant for Enterprise Single Sign-On, 2007”: The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner’s analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Imprivata was placed in the Leaders Quadrant based on its ability to execute and its completeness of vision.
- SC Magazine Europe, “Best Security Solution for Healthcare 2007”: Designed to reward excellence and innovation in the IT security industry. Winning Product: OneSign 3.5.
- Info Security Products Guide, “Global Excellence in Authentication and Two-Factor Solution Customer Trust Awards 2007”: Each year, Info Security Products Guide asks top security vendors to submit products for consideration for the Global Excellence Awards in a number of categories. The editors then invite IT users and prospective customers to vote for the products they trust the most when it comes to protecting their digital resources. Winners are selected based solely upon user feedback. Winning Product: OneSign Authentication Management (AM).
- Info Security Products Guide, “Tomorrow’s Technology Today”: Recognizes security vendors with advanced, ground-breaking network security solutions that are helping set the bar higher for others in all areas of information security. Winning Products: OneSign 3.5 and OneSign Single Sign-On (SSO).
- Info Security Products Guide, “Best Deployment Scenario”: Recognizes security vendors with advanced, ground-breaking network security solutions that are helping set the bar higher for others in all areas of information security. Winning Product: OneSign Single Sign-On (SSO).

## V. Reselling Opportunities

Imprivata is just getting started. We're growing rapidly with over 400 customers, a 100% channel commitment, and 3 innovative access and authentication products. As we grow our reseller community gradually, we are seeking sales partners who can fill geographic or expertise gaps.

Imprivata's business model is 100% partner-driven. As an Imprivata partner you will have the opportunity to generate incremental revenue within your customer base and attract new clients. As you evaluate your vendor portfolio, consider the following about Imprivata:

- 100% channel-driven company committed to your success:
  - Vast majority of corporate revenue is done through sales partner
  - Sales and Sales Engineering teams compensated to work with reseller
- Proven solutions deployed at over 250 customers worldwide
- Excellent gross profit opportunity
  - Deal registration
  - Maintenance renewal revenue stream
  - 82% competitive product win rate
  - Limited number of resellers in each territory
- Innovative technology
- Free training and certification programs
- Active corporate and partner joint marketing campaigns
- Complements your existing networking, remote access, strong authentication, and identity management solutions

If your customers are looking broadly for access and authentication technologies, thinking about integrating network, application, and physical security systems, or indicating interest in single sign on and network authentication management, you should strongly consider Imprivata as a partner. If you don't think your customers are looking for these solutions, they are probably talking to someone else about them already.

## IV. Getting Started

If you are interested in becoming an Imprivata iPartner, please visit our web site ([www.imprivata.com](http://www.imprivata.com)) and complete the application under the Partners tab. A partner program representative will contact you shortly thereafter.

Thank you for considering Imprivata<sup>®</sup>, Inc., the converged identity and access management appliance company