

Imprivata iPartner Program

Your customers need to find ways to operate more efficiently, boost security, retain top talent, and maintain regulatory compliance. You can help them meet these challenges by becoming an Imprivata iPartner. With industry-leading, Imprivata IT security solutions, you'll grow your business and maximize profitability by solving some of your customers' toughest issues.

In the Imprivata iPartner Program, you'll get everything you need to deliver industry-leading solutions for Passwordless Authentication, Third-Party Access Control, Mobile Access, and Analytics. With Imprivata solutions in your portfolio, you'll be able to provide smart and effective solutions for even the most complex and demanding user workflow challenges.

Imprivata offers Partners the discounts, products, technology, and support they need to expand their product portfolio and deliver value to their customers:

- Complement your existing customer solutions with the support of Imprivata's sell-with model
- Designed for rapid adoption into your sales pipeline
- Comprehensive training program so you can support your customers, and if desired, perform implementation and professional services once certified as an Imprivata Service Partner (ISPP)

Partner portal

Imprivata's partner portal provides registered partners the ability to register opportunities and access the latest information on our products, messaging, technical discovery process, pricing, training, and marketing assets. Imprivata's Partner Enablement program is accessed via the Partner Portal.

Program Benefits

- Deliver industry-leading solutions for Passwordless Access for every workflow, for every user, and from every device.
- Complement your customers' existing security solutions that lower their total cost of ownership
- Access additional benefits and discounts based on program tier

Program levels

Imprivata offers four partnership levels, from “limited” for partners that are just getting started, to our iPartner VAR program, which rewards partners based on performance.



Limited Partner Program tier

The first step to a productive partnership with Imprivata begins at the Limited Level.

VAR Partner Program tier

VAR partners have access to additional benefits and discounts, including joint marketing campaigns, dedicated channel account manager and listing on the Imprivata website.

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Imprivata offers iPartners an additional discount (Bonus Margin) if they are the first to identify and register an end-user opportunity with Imprivata, and the opportunity was uncovered through the partners' organization's sales efforts. The bonus discount is applied upfront at the time of the purchase order — no need to wait for a back-end rebate.

To qualify for the deal registration bonus margin, you must:

- Be a registered partner with an Imprivata VAR agreement fully executed AND have completed certification training. (Non-certified partner can register opportunities but will not receive additional bonus margin)
- Request registration by completing the registration form located in the Imprivata Partner Portal <https://partners.imprivata.com/s/>
- Provide the Imprivata representative assigned to your opportunity:
 - Critical business issues the customer is trying to solve
 - What is the compelling event for them to buy?
 - Provide purchase timeframe and budget (including budget cycle)
 - Schedule a meeting between your organization, the customer, and Imprivata, and provide any additional information, as requested

If the above conditions are met, the registration will be valid for six (6) months and can be extended at the discretion of Imprivata.

Becoming a partner

Interested in becoming an Imprivata Partner? Please contact us via our website:

<https://www.imprivata.com/contact-us> or email us at partners@imprivata.com.

Benefits and Requirements

*Must maintain certified technical resources and provide 1st level support to qualify for full bonus margin.

Partner Program Benefits and Levels



Partner Program Benefits and Levels	Limited	Silver	Gold	Platinum
Annual Non-Renewal Booking Attainment (ARR)	None	None	\$250,000	\$500,000
Benefits	Limited	Silver-VAR	Gold-VAR	Platinum-VAR
Partner Margin (Software, Hardware, and Services)	10%	10%	10%	10%
Software (only) bonus margin	0%	Up to 5%	Up to 10%*	Up to 15%*
Renewal margin	5%	5%	5%	5%
Additional Incumbent renewal bonus margin (if incumbent partner only)	0%	0%	5%	5%
Portal Access	Yes	Yes	Yes	Yes
Discount on Imprivata (Software) solutions for internal use	No	Yes	Yes	Yes
Dedicated CSM	No	No	Yes	Yes
Access to co-branded marketing assets	No	Yes	Yes	Yes

Benefits	Limited	Silver-VAR	Gold-VAR	Platinum-VAR
Ability to purchase EAM/Mobile Implementation Kits	No	Yes	Yes	Yes
Partner access to technical documentation and open support ticket on behalf of customer	No	Yes	Yes	Yes
Partner Newsletter	No	Yes	Yes	Yes
Product Roadmap sessions with PM team	No	One to many (Virtual)	Up to 2 per year	Up to 4 per year
Listed as authorized reseller on the Imprivata partner website page	No	Yes	Yes	Yes
Ability to deliver services (once completed the certification requirement)	No	Yes	Yes	Yes
Access to MDF funds based on prior year NRB ARR	No	No	Yes	Yes
Requirements	Limited	Silver VAR	Gold VAR	Platinum VAR
The number of certified technical resources required to receive the full bonus margin	NA	2*	2*	2*
Business Reviews/Marketing Planning Sessions/Sales Enablement session per year	None	1	2	4



Imprivata delivers simple and secure access management solutions for healthcare and other mission-critical industries to ensure every second of crucial work is both frictionless and secure. The Imprivata platform of innovative, interoperable access management and privileged access security solutions enables organizations to fully manage and secure all enterprise and third-party identities to facilitate seamless user access, protect against internal and external security threats, and reduce total cost of ownership.

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