Illumio Technology Alliance Partners Overview

Enlighten Partner Program

Illumio Technology Alliance Partners

With Illumio, Technology Alliance Partners (TAP) provide organizations best-in-class solutions that integrate, automate, and streamline critical security and IT functions for greater efficiency and protection against ransomware and other cyberattacks.

Technology Alliance Partner participants are enabled to develop integrated and interoperable solutions with Illumio.

The Enlighten Partner Program includes tools and resources for integration development, as well as go-to-market support to promote the partnership and joint solutions.

Technology Alliance Partnership Segments

Illumio offers customers a diverse array of top-tier solutions across key segments:

Automation / Orchestration
Simplify and automate Enterprise adoption of ZT strategies, and shorten time to value

Native Feature / Interoperability
Showcasing the extensibility of the Illumio ZTS platform across a range of architectures

IoT / OT
Proactive discovery of inventory and critical assets, and applying controls automatically

ZTNA
Augmenting N/S traffic controls with granular E/S visibility and traffic controls.

Security and Operations
Enriching the capabilities of monitoring, alerting, and response tools with micro-segmentation.

Cloud
Swift implementation, enhanced security, and an elevated experience with seamless management

Technology Alliance Partners Tier Overview

Synergy

• Intended for new partnerships

• Illumio provides essential development, testing, and content resources, as well as access to a technical resource for guidance

Focus

• Established history of collaborating and driving business with Illumio

• Other marketing, enablement, and sales alignment benefits are made available to Partners in this tier

Strategic

• Reserved for partners that have notably influenced customer interactions with Illumio

• Given priority in the development of new solutions and substantial GTM advantages

Enlighten
Partner Program

Technology Alliance Partner Requirements by Tier

Synergy	Focus	Strategic
3 unique client requests for a combined use case	Reference customers	Entry to this tier is by invitation only
Named resources to collaborate with Illumio to implement use case	Documented joint solution roadmap	Contingent on the alignment of solutions between Illumio and the Partner for the benefit of our customers and the potential impact of our combined business efforts
Use case is validated by joint customer or prospect	Assigned partner manager and solution architect for Illumio	
	Structured GTM plans, including marketing and active sales teaming	

Technology Alliance Partner Benefits by Tier

	Synergy	Focus	Strategic
Representation on illumio.com and Illumio Community pages	✓	✓	✓
NFR SW + documentation	✓	✓	✓
Co-branded marketing collateral (logos, blogs, briefs, demo/videos)	✓	✓	✓
Support for blogs, social, and PR	✓	✓	✓
Customer testimonials	✓	✓	✓
Pre-sales and sales enablement	✓	✓	✓
Hosted on-demand training	✓	✓	✓
Crossbeam data exchange	By Invitation	✓	✓
Joint activities at industry events	By Invitation	✓	✓
Joint webinars	By Invitation	✓	✓
Proposal-based Illumio marketing development funds	By Invitation	✓	✓
Defined joint solution roadmap	By Invitation	✓	✓
Structured GTM plans/investment	By Invitation	By Invitation	✓
Referral fee program	By Invitation	By Invitation	✓

If you have additional questions, please reach out to: TechPartners@Illumio.com

Please refer to the Technology Alliance Partner Guide for more information.

About Illumio

Illumio, the pioneer and market leader of Zero Trust segmentation, prevents breaches from becoming cyber disasters. Illumio protects critical applications and valuable digital assets with proven segmentation technology purpose-built for the Zero Trust security model. Illumio ransomware mitigation and segmentation solutions see risk, isolate attacks, and secure data across cloud-native apps, hybrid and multi-clouds, data centers, and endpoints, enabling the world's leading organizations to strengthen their cyber resiliency and reduce risk.