



Hewlett Packard
Enterprise

HPE Technology Alliances Partner (TAP) Program

PARTNER WITH HPE SECURITY PRODUCTS



Program guide

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Introduction

The HPE Security Technology Alliances Partner Program provides you with the resources you need to build certified interoperable solutions with HPE Security products, and to market these joint solutions to new and existing customers. The HPE Security solutions ecosystem supports over one hundred integrations with leading security products. This allows us to provide our customers with industry-leading integrated solutions, aligned services, and access to a powerful ecosystem of security solutions to address today’s most relevant cyber security threats.

Our partners are carefully vetted for their market innovation and technology leadership and enjoy the privileges of partnering with a leader in security.

The HPE Security portfolio consists of market leading solutions and services in each of their respective categories:

- **HPE Security ArcSight**—Intelligent Security Operations
- **HPE Security Fortify**—Application Software Security
- **Data Security (HPE Atalla + HPE Security Voltage)**—Data-centric security and encryption

The HPE Security Technology Alliances Partner Program was designed with the following benefits:

Extend value through integration	Increase value of customer investment	Improve productivity and efficiency of security operations
Broader set of use-cases Accelerate development of joint solution	Leverage existing investments Increase awareness of security solution value and gain insight	Faster learning process Higher ROI Reduce network downtime
Drive incremental revenue	Create more stickiness	Respond to market trends

HPE Security ArcSight

Engage with a partner who is a leader in Security and Risk Management. Our portfolio spans many of the highest growth categories of security today, and we complement this portfolio with a worldwide ecosystem of product and service provider partners.

HPE Security ArcSight: ArcSight Enterprise Security Manager is a comprehensive real-time threat detection, analysis, workflow, and compliance management SIEM platform with increased data enrichment capabilities. ArcSight detects and directs analysts to cyber-security threats, in real time, helping SecOps teams respond quickly to indicators of compromise. By automatically identifying and prioritizing threats, teams avoid the cost, complexity and extra work associated with being alerted of false positives. ESM allows SecOps organizations the ability to have a centralized, powerful view into their multiple environments creating workflow efficiency for streamlined processes. Through improved detection, real-time correlation, and workflow automation, SOC teams can resolve incidents quickly and accurately.

HPE Security ArcSight Program Levels

New members choose to join the program at either the Business, Silver, or Gold level. Members can upgrade to the next level of membership at any stage as their requirements change. The business level partnership is only available for HPE Security ArcSight inbound CEF integrations. This level is designed for self-certification partners and entails access to HPE Security ArcSight documentation and the CEF validation tool. The Silver level covers integration support and evaluation licenses. Gold level members receive additional benefits related to joint marketing opportunities (at HPE discretion), SW licenses, support and training.

HPE Security ArcSight Program Benefits

	Business Level	Silver Level	Gold Level
Marketing Benefits			
HPE Security certified integration insignias	X*	X	X
HPE Security ArcSight Marketplace listing	X	X	X
HPE Security partner directory listing		X	X
Official HPE branded integration guide template		X	X
Co-branded TAP solution brief		X	X
Third-party press release support		X	X
Joint marketing opportunities (at HPE discretion)			X
Technical Benefits			
Protect724 account	X	X	X
Access to HPE Security ArcSight cloud-hosted test environment	X	X	X
Access to technical documentation	X	X	X
Access to the CEF validation tool	X	X	X
Development and demo software or loaner equipment where applicable		1 license	3 licenses
Software support		Online documentation	Online documentation and support ticketing
Partnership Benefits			
Annual partnership review		X	X
TAP program manager		X	X
HPE Software Education access		X	X
20% discount on HPE Software Education training			X

* Business level partners will receive a self-certification insignia in place of an official HPE Security ArcSight certified insignia

HPE Security ArcSight Program Benefit Description

Marketing Benefits

Partner logos and certificates

Each type of product certification has a unique logo for use within websites, collateral, or any time you need to promote your alliance with HPE Security. Product and company logos are also available for Gold and Silver partners. Business level partners will receive a special self-certification insignia while Silver and Gold partners will earn an HPE Security ArcSight Certified insignia upon completion of the integration.

HPE Security ArcSight Marketplace

The HPE Security ArcSight Marketplace provides a centralized location for finding trusted security packages from HPE Security and partner-developed content. The HPE Security ArcSight Marketplace enhances HPE Security ArcSight's capabilities through new use cases, a dedicated learning center to understand best practices and the latest updates from HPE Security ArcSight partners, products, support, and services. The HPE Security ArcSight Marketplace enables users to become security champions and understand HPE Security ArcSight more deeply, creating an enhanced experience overall. All partner levels are encouraged to post a listing on the HPE Security ArcSight Marketplace with a focus on the joint-solution. Silver and Gold level partners will be marked HPE Security ArcSight Certified after completion of the integration.

HPE Security partner directory listing

HPE Security has made it easy for our customers and prospects to find the right partner technology and solutions to meet their specific requirements—whatever their industry and however diverse their needs. The listing of all partners is available on the Protect724 website. This benefit is available to Silver and Gold partners that have met all requirements.

Integration guide

Integration guides aid joint-customers in deploying and configuring the integration. Silver and Gold level partners will be eligible to use the official HPE Security ArcSight branded integration guide template.

Co-branded TAP solution brief

The TAP integration solution brief describes your joint value proposition with HPE Security ArcSight. The TAP program team will provide a template and help review the solution brief for Silver and Gold partners. We recommend creating the brief highlighting the products integrated, benefits provided by the integration, and information on how the integration works.

Third-party press releases

HPE Security will review and approve partner press releases, as per HPE-provided guidelines.

Joint marketing opportunities (at HPE discretion)

HPE Security and Technology Partners work together on webinars, training, use case development, collateral, web visibility, and channel or VAR promotions as mutually agreed upon and could have additional cost for both HPE and partner.

Sponsorship of HPE Events

HPE Protect: HPE holds an annual users conference where customers of HPE Security products gather to share ideas, hear HPE Security's strategic plans and directions, and network with partners and HPE Security executives. HPE Security offers a variety of partner-specific opportunities during the conference, including participation in the Partner Pavilion, customer and partner speaking sessions, and post-show mailing opportunities. There are also general user group conference sponsorship opportunities, where your company can gain additional exposure to HPE Security's targeted audience. Prior to HPE Protect, partners will be sent a prospective sponsorship packet with detailed information and steps on how to secure their sponsorship.

Technical Benefits**Protect724 account**

Join the HPE Security Protect724 community to share, search, collaborate for solutions and gain feedback. Ask questions of the community, follow power users, watch how-to videos and download documentation.

HPE Security ArcSight cloud-hosted test environment

HPE offers a cloud hosted test environment for partners to test their integration with HPE Security ArcSight.

Access to technical documentation

All partners will receive technical documentation to assist in building out their integration. This documentation includes the CEF implementation guide, CEF mapping guidelines, action connector guide, forwarding connector implementation guide, and HPE Security ArcSight ESM documentation.

Development and demo software

Silver and Gold partners can access software for demonstration, internal training, integration development, and testing purposes only. All software can be found in the HPE Security partner portal in the “downloads and licenses” section.

Most HPE Security software products come packaged with a 180-day license key. Silver partners are entitled to licenses for one software installation; Gold partners are entitled to licenses for up to three software installations. For extensions and new license keys for integration and demonstration purposes, partners can submit a request on the partner portal. The software license request form can be found in the “downloads and licenses” section. All software license requests will be reviewed by the TAP team and are subject to approval by HPE Security.

Software support

HPE Security provides a fully supported cloud-based testbed for partners developing integrations with HPE Security ArcSight. The use of the testbed is required for certifying HPE Security ArcSight CEF integrations.

Partners should use the Protect724 community as a source for answers to questions, access to documentation, videos, getting started and how-to guides.

Additionally, Gold level partners may request a Support ID (SAID) to log and track cases, create enhancement requests, access product specific knowledge base and get access to patches.

Partnership Benefits**Annual partnership review**

The HPE Security team will conduct annual partnership review meetings to ensure that all partner integrations and joint-marketing strategies are on track. This meeting will also be a forum to align objectives and strategies for the partnership for the following year.

TAP program manager

Silver and Gold level partners will have access to named business and technical contacts to answer any questions and provide feedback as required.

HPE Software Education access

HPE Software Education provides efficient and effective learning options for all our technology partners. Silver and Gold partners are eligible to create an account on HPE Software Education.

HPE Software Education offers a role-based curriculum to ensure that our partners have the right skills and knowledge to maximize their investment in HPE Security solutions. The course offerings provide significant knowledge and skills through on-demand learning, general product knowledge, in-depth functional and operational skills, understanding of implementation processes, etc.

The courses are offered in various forms (Web-based, computer-based, and self-paced training) to address the needs of a geographically dispersed workforce, which allows people to access much of the material worldwide through an e-learning interface.

A complete listing of the course offerings and various formats are available through the course catalog at HPE Software Education.

Additionally, Gold partners will receive a 20 percent discount on in-person instructor led training.

HPE Security ArcSight Program Requirements

	Business	Silver	Gold
Annual membership fee	\$0 USD	\$5,000 USD	\$10,000 USD
Additional product integration	\$0 USD	\$2,000 USD	\$2,000 USD
Complete program application	X	X	X
Sign the Technology Alliances Partner Program agreement	X	X	X
Provide support for customer deployed integrations	X	X	X
Create and maintain HPE Security ArcSight Marketplace partner listing	X	X	X
Monitor Protect724 user community	X	X	X
Complete integration guide	X	X	X
Provide HPE Security partner directory content		X	X
Assign business development and technical contacts for HPE team		X	X
Complete integration between a single partner product and HPE Security ArcSight within 6 months of joining		X	X

Program Requirements in Detail

Annual membership fee

Silver and gold partners pay an annual membership fee and applicable taxes. The membership fee will be billed annually on the anniversary date of the TAP Program Agreement. If there are additions or add-ons during the year, they will be billed on the next contract anniversary date.

Technology Alliance Partner (TAP) Program agreement

The HPE Security Technology Alliance Partner Program agreement is the baseline agreement required for participation in all HPE Security Technology Alliance Partner Programs. The agreement covers the basic terms and conditions governing relationships and obligations between HPE Security and the partner. The agreement and this program guide together define the relationship between HPE Security and the partner.

Provide support for customer deployed integrations

HPE Security and technology partners work together to achieve certified/validated integrations. Every effort is made to test the integrations in a simulated production environment. In the event that issues arise with a customer deploying the integration, partner and HPE Security shall make support resources available to help resolve any technical issues that may arise. Support contact information shall be provided by the partner and included in the configuration guide and related documentation made available to customers.

HPE Security ArcSight Marketplace

HPE Security ArcSight Marketplace provides a centralized location for finding trusted security packages from HPE Security and partner-developed content. The HPE Security ArcSight Marketplace enhances HPE Security ArcSight's capabilities through new use cases, a dedicated learning center to understand best practices and the latest updates from HPE Security ArcSight partners, products, support, and services. All HPE Security ArcSight partners must create and maintain a listing on the HPE Security ArcSight Marketplace. This listing must demonstrate the joint value of the solution. HPE Security directs all HPE Security ArcSight customers to the Marketplace to shop for partner integrations.

Monitor Protect724 user community

The Protect724 community is for HPE Security customers, partners and employees to connect and explore the full potential of HPE Security solutions. Partners are encouraged to register to receive feedback, and ask questions of customers and subject matter experts.

Integration guide

Integration guides aid joint customers in deploying and configuring the integration. All HPE Security ArcSight partners must complete an integration guide that joint customers can use to deploy the integration. Upon completion, this guide should be posted to the partner's HPE Security ArcSight Marketplace listing.

HPE Security partner directory content

The Technology Alliances Partner Program provides a directory of partner companies detailing information about the integration. To help customers and HPE Security Sales find the appropriate partner solutions, we encourage Silver and Gold partners to provide content and logos for the directory after partnership has been established and the integration is underway. The directory is available and searchable online.

Integration support and testing for certifications

Partners who develop an integration with HPE Security ArcSight must complete development and testing of their joint solution within 6 months of joining the program. Certification of the joint solution is required and, depending on the product, can take the form of a demo to validate the product integration, or certification and documentation of the joint solution.

HPE Security ArcSight Integration Options

HPE Security ArcSight integration options

Partners can integrate with HPE Security ArcSight ESM in a variety of ways depending on the use case. Business level partners will be provided documentation for inbound CEF integrations only. Silver and Gold level partners will receive documentation and technical support for all integration types listed below.

HPE Security ArcSight CEF integration

HPE Security ArcSight CEF is the defacto industry standard for security log management. The Common Event Format (CEF) is an open log management standard, created to simplify the log management challenge. It enables technology companies and customers to use a standardized format so that data can easily be collected and aggregated for analysis by an enterprise management system. HPE Security ArcSight uses CEF to enable normalization and correlation of security events.

HPE Security ArcSight inbound integration

The most common type of integration is inbound, where partners send events or alerts (in CEF format—see below) or contextual data into a customer's HPE Security ArcSight ESM deployment. This type of integration offers customers the ability to view, correlate and manage all different types of security events in a single system. Inbound integration can be implemented for both on premise or cloud-based services. Partners get access to a hosted instance of HPE Security ArcSight ESM to facilitate the exchange of information.

HPE Security ArcSight action connector integration

HPE Security ArcSight action connectors allow HPE Security ArcSight ESM users to control a third-party device from within the HPE Security ArcSight console. The user can execute commands and send the output of those commands back to HPE Security ArcSight. Usually, this is to investigate an alert in more detail, retrieve a PCAP, end a session, or do further analysis on a network conversation block. Through action connectors, joint customers can realize more cost-effective operations as they no longer have to KVM between monitors, jump between multiple products, or open tickets to get access to a partner's product to investigate an alert. Not having to leave the HPE Security ArcSight console to make necessary changes or actions is a powerful solution for our joint customers.

HPE Security ArcSight outbound integration

HPE Security ArcSight also provides the ability to send information out to a partner's product. This outbound integration enables partner systems to perform additional analysis on data that has already been processed by HPE Security ArcSight ESM. In most cases, the results of the partner's analysis are sent back into HPE Security ArcSight (in CEF format) to provide the basis for new rules and for further investigation.

Steps to Becoming a Partner

Application to the TAP program

Potential partners can apply to the program by filling out the application form on our website. After the form is submitted, the TAP program team will review the proposed partnership and integration.

TAP program agreement

If the application is approved, you will be contacted by a representative from the partner program to discuss the details of the partnership, levels of commitment and partnership terms. Once the contract has been signed, Business level partners will receive an email containing integration resources, Marketplace documentation, and self-certification insignias. The HPE Security partner team will schedule an initial conversation with Silver and Gold partners to review a demo of your product, use cases and plans for integration.

Partner integration and marketing materials

After the agreement is executed, HPE Security will provide you the resources necessary for starting your integration. Silver and Gold level partners are encouraged to remain in contact with the HPE Security Partner Program team assigned to them during the contract stage. Silver and Gold partners will be assigned a representative who can assist with the certification and integration process to set milestone plans for certifications and completion dates. Business level partners will receive integration documents, access to the hosted test environment, Marketplace information, and self-certification insignias upon completion of the agreement.

Verification of integration

For HPE Security ArcSight certification to be finalized, the testing and configuration guide must be completed. The HPE Security technical team will review both the integration and configuration guide for Gold and Silver partners. Required changes will be communicated and verified before official partner certification for Gold and Silver partners. Business level partners must verify their integration using the tools provided by HPE Security before promoting the integration or using program insignias.

Failure to fulfill requirements

If, in HPE Security's sole discretion, a partner fails to fulfill the requirements set forth in this program guide, HPE Security reserves the right to terminate that partner's participation in the program. In the event of such termination, the partner will lose the benefits of all marketing activities related to the program.

HPE Security Fortify

HPE Security Fortify: The HPE Security Fortify application security product suite combines comprehensive application security testing with extensive software development expertise. Over 84 percent of cyber-attacks occur at the application layer and applications constitute the single biggest security pain point for your enterprise customer. HPE Security Fortify includes market-leading products and assessment services that provide end-to-end software security, HPE Security Fortifying the world's largest, most varied code bases.

HPE Security Fortify Program Levels

New HPE Security Fortify members join the Technology Alliance Partner Program at the silver level. No other membership levels are currently available for HPE Security Fortify partners.

HPE Security Fortify Program Benefits

	Business Level	Silver Level	Gold Level
Marketing Benefits			
HPE Security certified integration insignias		X	
HPE Security Fortify Marketplace listing		X	
HPE Security partner directory listing		X	
Co-branded TAP solution brief (at HPE discretion)	Currently not available for Fortify	X	Currently not available for Fortify
Third-party press release support (at HPE discretion)		X	
Joint marketing opportunities (at HPE discretion)		X	
Technical Benefits			
Protect724 account		X	
Access to technical documentation		X	
Development and demo software		1 license	
Fortify on Demand account (at HPE discretion)		X	
Software support		Online documentation	
Partnership Benefits			
Annual partnership review		X	
TAP program manager		X	
HPE Software Education access		X	

HPE Security Fortify Program Benefit in Detail

Marketing Benefits

Partner logos and certificates

Each type of product certification has a unique logo for use within websites, collateral, or any time you need to promote your alliance with HPE Security. Product and company logos are also available for HPE Security Fortify partners.

HPE Security Fortify Marketplace

The HPE Security Fortify Marketplace provides a centralized location for finding trusted security packages from HPE Security and partner-developed content. The HPE Security Fortify Marketplace enhances HPE Security Fortify's capabilities through new use cases, a dedicated learning center to understand best practices and the latest updates from HPE Security Fortify partners, products, support, and services. The HPE Security Fortify Marketplace enables users to become security champions and understand HPE Security Fortify more deeply, creating an enhanced experience overall. All partner levels are encouraged to post a listing on the HPE Security Fortify Marketplace with a focus on the joint-solution.

HPE Security partner directory listing

HPE Security has made it easy for our customers and prospects to find the right partner technology and solutions to meet their specific requirements—whatever their industry and however diverse their needs. The listing of TAP partners is available on the Protect724 website. This benefit is available to all active and approved HPE Security Fortify partners that have met all requirements.

Co-branded TAP solution brief (at HPE discretion)

The HPE Security TAP integration solution brief describes your joint value proposition with HPE Security. The TAP program team can provide a template and help review the solution brief if mutually agreed upon. We recommend creating the brief highlighting the products integrated, benefits provided by the integration, and information on how the integration works.

Third-party press releases (at HPE discretion)

HPE Security will review and approve partner press releases, as per HPE-provided guideline, where mutually agreed upon.

Joint marketing opportunities (at HPE discretion)

HPE Security and Technology Partners work together on webinars, training, use case development, collateral, web visibility, and channel or VAR promotions as mutually agreed upon and could have additional cost for both HPE and partner.

Sponsorship of HPE Events

HPE Protect: HPE holds an annual users conference where customers of HPE Security products gather to share ideas, hear HPE Security's strategic plans and directions, and network with partners and HPE Security executives. HPE Security offers a variety of partner-specific opportunities during the conference, including participation in the Partner Pavilion, customer and partner speaking sessions, and post-show mailing opportunities. There are also general user group conference sponsorship opportunities, where your company can gain additional exposure to HPE Security's targeted audience. Prior to HPE Protect, partners will be sent a prospective sponsorship packet with detailed information and steps on how to secure their sponsorship.

Technical Benefits**Protect724 account**

Join the Protect724 community to share, search, collaborate for solutions and gain feedback. Ask questions of the community, follow power users, watch how-to videos and download documentation.

Access to technical documentation

All partners will receive technical documentation to assist in building out their integration.

Development and demo software

HPE Security Fortify partners can access software for demonstration, internal training, integration development, and testing purposes only. All software can be found in the HPE Security partner portal in the “downloads and licenses” section.

Most HPE Security software products come packaged with a 180-day license key. Silver partners are entitled to license for one software installation. For extensions and new license keys for integration and demonstration purposes, partners can submit a request on the partner portal. The software license request form can be found in the “downloads and licenses” section. All software license requests will be reviewed by the TAP team and are subject to approval by HPE Security.

Software support

Partners should use the Protect724 community as a source for answers to questions, access to documentation, videos, getting started and how-to guides.

Partnership Benefits**Annual partnership review**

The HPE Security team will conduct annual partnership review meetings to ensure that all partner integrations and joint marketing strategies are on track. This meeting will also be a forum to align objectives and strategies for the partnership for the following year.

TAP program manager

HPE Security Fortify partners will have access to named business and technical contacts to answer any questions and provide feedback as required.

HPE Software Education access

HPE Software Education provides efficient and effective learning options for all our technology partners. HPE Security Fortify partners are eligible to create an account on HPE Software Education.

HPE Software Education offers a role-based curriculum to ensure that our partners have the right skills and knowledge to maximize their investment in HPE Security solutions. The course offerings provide significant knowledge and skills through on-demand learning, general product knowledge, in-depth functional and operational skills, understanding of implementation processes etc.

The courses are offered in various forms (Web-based, computer-based, and self-paced training) to address the needs of a geographically dispersed workforce, which allows people to access much of the material worldwide through an e-learning interface.

A complete listing of the course offerings and various formats are available through the course catalog at HPE Software Education.

HPE Security Fortify Program Requirements

	Business	Silver	Gold
Annual membership fee		\$0 USD	
Additional product integration		\$0 USD	
Complete program application		X	
Sign the Technology Alliances Program agreement	Currently not available for Fortify	X	Currently not available for Fortify
Provide support for customer deployed integrations		X	
Monitor Protect724 user community		X	
Provide HPE Security partner directory content		X	
Assign business development and technical contacts for HPE team		X	
Complete integration between a single partner product and HPE Security Fortify within 6 months of joining		X	

Program Requirements in Detail

Technology Alliance Partner (TAP) Program Agreement

The Technology Alliance Partner Program Agreement is the baseline agreement required for participation in all HPE Security Technology Alliance Partner Programs. The agreement covers the basic terms and conditions governing relationships and obligations between HPE Security and the partner. The agreement and this program guide together define the relationship between HPE Security and the Technology Alliance Partner.

Provide support for customer deployed integrations

HPE Security and technology partners work together to achieve certified/validated integrations. Every effort is made to test the integrations in a simulated production environment. In the event that issues arise at a customer deploying the integration, Partner and HPE Security shall make available support resources to help resolve any technical issues that may arise. Support contact information shall be provided by the partner and included in the configuration guide and related documentation made available to customers.

Monitor Protect724 User Community

The Protect724 community is for HPE Security customers, partners and employees to connect and explore the full potential of HPE Security solutions. Partners are encouraged to register to receive feedback, and ask questions of customers and subject matter experts.

HPE Security partner directory content

The HPE Security Technology Alliances Partner Program provides a directory of partner companies detailing information about the integration. To help customers and HPE Security Sales find the appropriate partner solutions, we encourage all HPE Security Fortify partners to provide content and logos for the directory after partnership has been established and the integration is underway. The directory is available and searchable online.

Integration support and testing for certifications

Partners who develop an integration with HPE Security Fortify must complete development and testing of their joint solution within 6 months of joining the program. Certification of the joint solution is required and, depending on the product, can take the form of a demo to validate the product integration, or certification and documentation of the joint solution.

HPE Security Fortify Integration Option**HPE Security Fortify integration**

Partners can integrate with HPE Security Fortify by incorporating results from HPE Security Fortify application security code reviews, tests and scans into their technical architecture to create HPE Security Fortify-certified solutions. True security integration is achieved by integrating over the entire SDLC.

Steps to Becoming a Partner**Application to the TAP program**

Potential partners can apply to the program by filling out the application form on our website. After the form is submitted, the partnership program team will review the proposed partnership and integration.

TAP program agreement

If the application is approved, you will be contacted by a representative of the partner program to discuss the details of the partnership, levels of commitment and partnership terms.

Partner integration and marketing materials

After the agreement is executed, HPE Security will provide you the resources necessary for starting your integration. The level of involvement in creating the solution will vary for each product. Partners are encouraged to remain in contact with the HPE TAP program team assigned to them during the contract stage and will be assigned a representative who can assist with the certification and integration process to set milestone plans for certifications and completion dates.

Verification of integration

For HPE Security Fortify integrations, a demonstration and verification of integration is required before official certification.

Failure to fulfill requirements

If, in HPE Security's sole discretion, a partner fails to fulfill the requirements set forth in this program guide, HPE Security reserves the right to terminate that partner's participation in the program. In the event of such termination, the partner will lose the benefits of all marketing activities related to the program.

HPE Security—Data Security

HPE Security—Data Security (HPE Atalla + HPE Voltage) is a portfolio of products that provide end-to-end data protection from the moment of capture across the information lifecycle. We drive leadership in data-centric security and encryption solutions with over 80 patents and 51 years of expertise, we protect some of the world's largest brands, enable regulatory compliance, and neutralize breach impact by securing sensitive data at rest, in motion, and in use. Our solutions provide advanced encryption, tokenization, and key management that protect sensitive data across enterprise applications, data processing IT, cloud, payments ecosystems, mission-critical transactions, storage, and Big Data platforms. HPE Security—Data Security solves one of the industry's biggest challenges: how to simplify the protection of sensitive data in even the most complex use cases.

Portfolio Includes:

HPE SecureData provides an end-to-end data-centric approach for enterprise data protection. This unique and flexible suite of encryption technologies protects data over its entire lifecycle—from the point at which it's captured, when at rest, and throughout its movement across the extended enterprise, all without exposing live information to high-risk, high-threat environments. Data is protected persistently as it moves from application to application and across the IT ecosystem—at rest, in motion and in use, without gaps in security.

HPE Enterprise Secure Key Manager (ESKM) is a complete key management solution to secure server, storage and cloud against losses, mishandling, and administrative and operational attacks, with KMIP standardized interoperability and HPE Secure Encryption. It enables you to protect and ensure continuous access to business-critical, sensitive, data-at-rest encryption keys, both locally and remotely.

HPE Atalla hardware security modules (HSM) is a high-performance cryptography and key management hardware module. It is a Payment Card Industry (PCI) HSM certified, tamper-resistant HSM for cryptography designed specifically for secure payments applications with the most stringent compliance requirements, including Debit, EMV, Cloud-based payments with FIPS 140-2 Level 3 appliance. It meets critical PCI-DSS, NIST and ANSI standards for security and compliance audits.

HPE SecureMail is the best of breed end-to-end encrypted email solution available for desktop, cloud, and mobile that is scalable to millions of users, while keeping Personally Identifiable Information (PII) and Personal Health Information secure and private. This level of secure email communication gives organizations the confidence to transition from paper to electronic communication.

HPE Security—Data Security Program Levels

New HPE Security—Data Security members join the Technology Alliance Partner Program at the silver level. No other membership levels are currently available. Silver level membership includes the marketing and technical benefits listed in the table below:

HPE Security—Data Security Program Benefits

	Business	Silver	Gold
Marketing Benefits			
HPE Security certified integration insignias		X	
HPE Security partner directory listing		X	
Co-branded TAP solution brief	Currently not available for Data Security	X	Currently not available for Data Security
Third-party press release support		X	
Joint marketing opportunities (at HPE discretion)		X	
Technical Benefits			
Protect724 account		X	
Access to technical documentation		X	
Development and demo software or loaner equipment where applicable		1 license	
Software support		Online documentation	
Partnership Benefits			
Annual partnership review		X	
TAP program manager		X	
HPE Software Education access		X	

HPE Security—Data Security Program Benefits in Detail

Marketing Benefits

Partner logos and certificates

Each type of product certification has a unique logo for use within websites, collateral, or any time you need to promote your alliance with HPE Security. Product and company logos are also available for HPE Security—Data Security partners.

HPE Security partner directory listing

The Partner Directory makes it easy for our customers and prospects to find the right partner technology and solutions to meet their specific requirements whatever their industry and however diverse their needs. The listing of TAP partners is available on the Protect724 website. This benefit is available to all active and approved HPE Security—Data Security partners that have met all requirements.

Co-branded TAP solution brief

The HPE Security—Data Security TAP integration solution brief describes your joint value proposition with the HPE Security—Data Security product. The TAP program team can provide a template and help review the solution brief. We recommend creating the brief highlighting the products integrated, benefits provided by the integration, and information on how the integration works.

Third-party press releases

HPE Security—Data Security will review and approve partner press releases, as per HPE provided guidelines.

Joint marketing opportunities (at HPE discretion)

HPE Security—Data Security and Technology Partners work together on webinars, training, use case development and channel or VAR promotions as mutually agreed upon and could have additional cost for both HPE and partner.

Sponsorship of HPE Events

HPE Protect: HPE holds an annual users conference where customers of HPE Security products gather to share ideas, hear HPE Security's strategic plans and directions, and network with partners and HPE Security executives. HPE Security offers a variety of partner-specific opportunities during the conference, including participation in the Partner Pavilion, customer and partner speaking sessions, and post-show mailing opportunities. There are also general user group conference sponsorship opportunities, where your company can gain additional exposure to HPE Security's targeted audience. Prior to HPE Protect, partners will be sent a prospective sponsorship packet with detailed information and steps on how to secure their sponsorship.

Technical Benefits**Protect724 account**

Join the HPE Security Protect724 community to share, search, collaborate for solutions and gain feedback. Ask questions of the community, follow power users, watch how-to videos and download documentation.

Access to technical documentation

All partners will receive technical documentation to assist in building out their integration.

Development and demo software

HPE Security—Data Security partners can access software for demonstration, internal training, integration development, and testing purposes only. All software can be found in the HPE Security—Data Security partner portal in the "downloads and licenses" section. Arrangement can also be made for loaner equipment or onsite access as appropriate.

Most HPE Security—Data Security software products come packaged with a 180-day license key. Silver partners are entitled to licenses for one software installation. For extensions and new license keys for integration and demonstration purposes, partners can submit a request on the partner portal. The software license request form can be found in the "downloads and licenses" section. All software license requests will be reviewed by the TAP team and are subject to approval.

Software support

Partners should use the Protect724 community as a source for answers to questions, access to documentation, videos, getting started and how-to guides.

Partnership Benefits**Annual partnership review**

The HPE Security team will conduct annual partnership review meetings to ensure that all partner integrations and joint marketing strategies are on track. This meeting will also be a forum to align objectives and strategies for the partnership for the following year.

TAP program manager

HPE Security—Data Security partners will have access to named business and technical contacts to answer any questions and provide feedback as required.

HPE Software Education access

HPE Software Education provides efficient and effective learning options for all our technology partners. HPE Security—Data Security partners are eligible to create an account.

HPE Software Education offers a role-based curriculum to ensure that our partners have the right skills and knowledge to maximize their investment in HPE Security solutions. The course offerings provide significant knowledge and skills through on-demand learning, general product knowledge, in-depth functional and operational skills, understanding of implementation processes etc.

The courses are offered in various forms (Web-based, computer-based, and self-paced training) to address the needs of a geographically dispersed workforce, which allows people to access much of the material worldwide through an e-learning interface.

A complete listing of the course offerings and various formats are available through the course catalog at HPE Software Education.

HPE Security—Data Security Program Requirements

	Business	Silver	Gold
Annual membership fee		\$0 USD	
Additional product integration		\$0 USD	
Complete program application		X	
Sign the Technology Alliances Partner Program agreement	Currently not available for Data Security	X	Currently not available for Data Security
Provide support for customer deployed integrations		X	
Monitor Protect724 user community		X	
Provide HPE Security partner directory content		X	
Assign business development and technical contacts for HPE team		X	
Complete integration between a single partner product and HPE Security—Data Security within 6 months of joining		X	

Program Requirements in Detail

Technology Alliance Partner (TAP) Program agreement

The HPE Security Technology Alliance Partner Program agreement is the baseline agreement required for participation in all HPE Security Technology Alliance Partner Programs. The agreement covers the basic terms and conditions governing relationships and obligations between HPE Security and the partner. The agreement and this program guide together define the relationship between HPE Security and the partner.

Provide support for customer deployed integrations

HPE Security and technology partners work together to achieve certified/validated integrations. Every effort is made to test the integrations in a simulated production environment. In the event that issues arise at a customer deploying the integration, partner and HPE Security shall make available support resources to help resolve any technical issues that may arise. Support contact information shall be provided by the partner and included in the configuration guide and related documentation made available to customers.

Monitor Protect724 user community

The Protect724 community is for HPE Security customers, partners and employees to connect and explore the full potential of HPE Security solutions. Partners are encouraged to register to receive feedback, and ask questions of customers and subject matter experts.

HPE Security partner directory content

The Technology Alliances Partner Program provides a directory of partner companies detailing information about the integration. To help customers and HPE Security Sales find the appropriate partner solutions, we encourage all HPE Security—Data Security partners to provide content and logos for the directory after partnership has been established and the integration is underway. The directory is available and searchable online.

Integration support and testing for certifications

Partners who develop an integration with HPE Security—Data Security must complete development and testing of their joint solution within 6 months of joining the program. Certification of the joint solution is required and, depending on the product, can take the form of a demo to validate the product integration, or certification and documentation of the joint solution.

HPE Security—Data Security Integration Options

HPE SecureData integration

Partners integrating with HPE SecureData use client libraries, key managers, servers, or Web services to add data protection technology, including Format-Preserving Encryption (FPE) and Secure Stateless Tokenization (SST) to existing applications.

HPE Atalla Hardware Security Module (HSM) & HPE SecureData Payments integration

Independent software vendors in the payments space may develop software, which takes advantage of programmable Atalla HSM functionality. If appropriate, software code will be loaded into a separate partition on the HSM and it will allow Atalla HSM to support partner software in existing or new deployments.

HPE ESKM integration

The HPE ESKM integration certification verifies successful integration with any KMIP Storage solution. We offer interoperability testing for this solution. Approved partners can take advantage of documentation and loaner equipment to help with the development process.

HPE SecureMail integration

HPE SecureMail partners can extend business applications with powerful end-to-end email encryption or validate compatibility with HPE SecureMail messaging ecosystems. The actual components or technologies needed are derived from application requirements and will vary from partner to partner. Approved partners receive fully supported licenses for development and test purposes as well as technical documentation to assist with product development.

Steps to Becoming a Partner

Apply to the TAP program

Potential partners can apply to the program by filling out the application form on our website. After the form is submitted the TAP program team will review the proposed partnership and integration for approval.

TAP program agreement

If the application is approved, you will be contacted by a representative from the partner program to discuss the details of the partnership, program commitment and partnership terms.

Partner integration and marketing materials

After the agreement is executed, HPE Security will provide you the resources necessary for starting your integration. The level of involvement in creating the solution will vary for each product. Partners are encouraged to remain in contact with the HPE TAP program team assigned to them during the contract stage and will be assigned a representative who can assist with the certification and integration process to set milestone plans for certifications and completion dates.

Verification of integration

For HPE Security-Data Security integrations a demonstration and verification of integration is required before official certification.

Failure to fulfill requirements

If, in HPE Security's sole discretion, a partner fails to fulfill the requirements set forth in this program guide, HPE Security reserves the right to terminate that partner's participation in the program. In the event of such termination, the partner will lose the benefits of all marketing activities related to the program.



Sign up for updates
