



TECHNOLOGY ALLIANCE PROGRAM

The F5 Technology Alliance Program enables partners to align with F5 to develop and document joint solutions for the benefit of our mutual customers.



BUILD VALUE WITH A PROVEN PARTNER

A key element to our success has always been our technology partners. Collectively, we obsess over our customer's needs and jointly deliver solutions that are better together.

On any given day businesses use countless applications. At F5, we have built a reputation as an industry leader by helping organizations deliver the most secure, fast, and reliable applications to anyone anywhere at any time. Our pioneering focus on application services gives us a unique advantage in designing the solutions that propel business forward.

We take a big-picture view of trends affecting businesses today—from security to mobility to performance and beyond. We design reference architectures that pull together specific device, network, and application scenarios to help our customers better identify and understand which solutions meet their needs.

A membership in the F5 Technology Alliance Program represents a significant opportunity to align your organization and innovative solutions with ours to extend and expand the TAP partner ecosystem for the benefit of our mutual customers and respective businesses.



MEMBERSHIP IN THE F5 TECHNOLOGY ALLIANCE PROGRAM WILL OPEN YOUR ORGANIZATION TO SIGNIFICANT INNOVATION AND MARKET OPPORTUNITIES.

F5 partnership engagements

- Enhance customer experience
- Bring differentiated solutions to our mutual customers
- Document recommended practices for interoperability
- Increase revenues and strengthen our competitive positions

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BUSINESSES TODAY—FROM
SECURITY TO MOBILITY TO
PERFORMANCE AND BEYOND.

Membership criteria

- Alignment with F5's vision, goals, and offerings
- Core technologies and competencies that complement those of F5
- Established market position
- Significant revenue potential driven by the joint solution
- Mutual customers

Members gain

- Listing on F5's website
- An F5 quote for a member issued press release announcing TAP membership
- F5 logo usage rights
- Invitations to select F5 events and strategic public relations opportunities



HOW TO BECOME A TAP MEMBER

Step 1

Applicant sends an email expressing interest to F5TechnologyAllianceProgram@f5.com.

Step 2

The TAP program administrator sends an invitation to the applicant to complete an application form.

Step 3

The completed application form will be reviewed by F5 and, if approved, the program agreement will be provided to the applicant.

Step 4

Upon completion of the agreement, the applicant will be made a member of the program.

FREQUENTLY ASKED QUESTIONS

THE TECHNOLOGY ALLIANCE PROGRAM IS DESIGNED TO BUILD A RICH ECOSYSTEM OF PARTNERS THAT CONTRIBUTE TO A DIVERSE LIBRARY OF SOLUTIONS FOR OUR MUTUAL CUSTOMERS.

- **What are the program's annual fees?**

The member annual fee is US \$1,995.

- **Does the Technology Alliance Program provide an exclusive relationship with F5?**

Membership in the Technology Alliance Program is a non-exclusive relationship, designed to build a rich ecosystem of partners that contribute to a diverse library of solutions for our mutual customers.

- **How long does TAP application approval take?**

Applications are typically processed within three to five weeks.

- **What levels of activity can I expect from F5?**

TAP is a low-touch, modestly priced program. Solution development, support, documentation, and go-to-market efforts are the partner's responsibility. Any investments by F5 are in proportion to the benefits received by F5 and based on the alignment with F5 programs and strategies, market response, and quantified financial returns of the joint solutions.

- **How long do partners have to complete solution development and documentation?**

The partner must complete solution development and documentation within 180 days. F5 will provide access to the requisite F5 technology and self-service support resources.

- **What technical resources are available to partners?**

Several self-service resources are available including:

- The AskF5 online technical knowledgebase
- The DevCentral developer community which includes a wide range of reference documents, forums, tips, and other resources
- A variety of educational resources are available via F5 Training Services
- Low or no cost non-production F5 product licenses, with support, are available for solution development, testing, and support

- **What partner information can be posted to F5 web properties?**

- F5 will provide a presence on f5.com which will include a brief description of the partnership and joint solution.
- Partners are encouraged to participate on the F5 Developer Community site DevCentral.

For more information contact: F5TechnologyAllianceProgram@f5.com.

