



# F5 TECHNOLOGY ALLIANCE PROGRAM

Code builds partnerships

## **Joint solutions for mutual benefit**

The F5 Technology Alliance Program enables partners to align with F5 Networks 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.

Membership in the F5 Technology Alliance Program (TAP) will open your organization to significant innovation and market opportunities.

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.

### F5 engages in partnerships that

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

### 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

### Partners gain

- Alignment with F5's vision, goals, and offerings
- Partnership listing on F5's website
- An F5 quote for a partner 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 partner

### Step 1

Applicant sends an email expressing interest to [F5TechnologyAllianceProgram@F5.com](mailto: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.



## Partner benefits

The F5 Technology Alliance Program provides a range of benefits to partner organizations.

### Alliance management

An assigned F5 Technology Alliance Program administrator contact

### Solution development

Access to no cost loaner F5 technology  
Access to self-service F5 technical resources, including the AskF5 knowledgebase, DevCentral community, and F5 educational resources

### Go-to-market support

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

## Frequently asked questions

### What are the program's annual fees?

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

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

A technology alliance 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.

A blurred background image showing a group of people in a meeting or collaborative work environment. They are gathered around a table, with some individuals pointing at documents or screens, suggesting a professional discussion or presentation.

# For a list of current technology partners visit

<https://f5.com>

F5 (NASDAQ: FFIV) powers applications from development through their entire lifecycle, across any multi-cloud environment, so our customers—enterprise businesses, service providers, governments, and consumer brands—can deliver differentiated, high-performing, and secure digital experiences. For more information, go to [f5.com](https://f5.com). You can also follow @f5networks on Twitter or visit us on LinkedIn and Facebook for more information about F5, its partners, and technologies.

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