



# Twistlock Advantage Program



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## Company Background

### About Twistlock

Twistlock provides full lifecycle security for containerized environments. From pipeline to perimeter, Twistlock allows security teams to scale securely and devops teams to deploy containers fearlessly. The Twistlock Platform goes beyond just containers to secure the entire cloud native stack, from the host OS to serverless functions.

### Technology pioneer and innovator

- Started in early 2015 as the first ever purpose-built solution for containers and cloud native security
- 12 major releases shipped, including >250 customer requested features to date
- 13 patents pending
- 4 container related 0-days discovered by our research team

### Market leader

- >100 customers around the world
- Enterprise grade global support with 24/7/365 SLA
- >\$30M raised to date

### Ecosystem leader

- We built the authorization framework in Docker and OpenShift and secrets management in Docker Swarm
- Lead author of NIST SP 800-190, the Container Security Guide
- The launch partners for Amazon, Google, and Microsoft's container services

## Go To Market

### Business Value

As companies move to containers and the cloud native ecosystem, an opportunity exists for stronger cybersecurity than ever before. By seamlessly integrating across the application delivery lifecycle, Twistlock learns expected application behavior, and uses machine learning to model this behavior and automatically create and enforce whitelist based runtime protection and firewalling. This automated approach to security not only reduces the workload on security teams, but by profiling every application and flagging any anomalous behavior, ultimately delivers better security than ever before.

### Product Differentiators

- Broadest and deepest vulnerability management available
- 30+ upstream feeds power the Twistlock Intelligence Stream to reduce false positives and negatives
- Image scanning, vulnerability enforcement and protection, and continuous monitoring are unmatched
- Compliance management across the full application lifecycle
- Twistlock provides pre-built policy templates for HIPAA, PCI, NIST SP 800-190, and GDPR along with the Docker and Kubernetes CIS Benchmarks
- Runtime sets us apart in the container security marketplace
- Powered by machine-learning, runtime protection secures your entire environment: network, file system, processes and system calls — Incident Explorer automatically identifies attack patterns in your environment

Integration with any platform, configuration or tools your team is using from CI/CD to SIEM to access control and secrets management — Twistlock is designed to integrate with any tools your team already using to build and deploy modern applications

Because of our diverse group of customers and our commitment to the cloud native ecosystem, architects can be assured Twistlock scales with their container strategy.

### Partners

Our partners are innovators in cloud native and DevOps ecosystems. They share the same passion with us - enabling DevOps success and keeping systems safe. We believe in ecosystems and the effect of force multipliers when you form the right partnerships. Twistlock is pleased to be working with: [see partners page for latest.](#)

## Key Features

### Runtime Defense

From network and application firewalls, to container runtime defense, to host protection — Twistlock is the only security tool you need to defend your container environment against vulnerabilities and active threats.

Machine-learning powered runtime protection secures your entire environment: Network, File system, Processes and System calls

Incident Explorer leverages machine intelligence to automatically identify attack patterns in your environment and display them in a clear, well-formatted UI

The Twistlock Intelligence Stream sources and aggregates vulnerability information directly from 30+ upstream projects, commercial sources, and proprietary research from Twistlock Labs

### Vulnerability Management

Twistlock provides vulnerability management capabilities across the container lifecycle — from the CI process to registries to production servers. Detection and blocking across the OS layer, application framework and custom packages.

Scanning at the CI process, registry, and production environments

Vulnerability prevention via granular policy controls

Per-layer vulnerability analysis pinpoints vulnerability data at each image layer

Continually monitor and correlate risk to your specific environment with Vulnerability Explorer

### Cloud Native Firewalls

Twistlock Cloud Native Firewalls learn the network topology of your applications and provide application-tailored microsegmentation for all your microservices — protecting your containers from modern threats.

Cloud Native Application Firewall (CNAF): Layer 7 firewall protecting against SQL injection, Cross-site scripting (XSS), Malformed requests, Cross-site request forgery, Clickjacking, Shellshock exploitation and more.

Cloud Native Network Firewall (CNCF): Layer 3 firewall automatically models all the traffic flows between all your microservices so teams can view and enforce safe traffic flows while automatically blocking anomalies without requiring manual rule creation and management.

## Compliance

Achieve and enforce compliance throughout the entire application lifecycle with Twistlock.

Pre-built compliance templates for HIPAA, PCI, GDPR, and NIST SP 800-190

Built-in checks for the Docker and Kubernetes CIS Benchmarks

Easily leverage Trusted Images to control images used in your environments

Granular policy controls prevent unauthorized images from progressing through the pipeline

Monitor all of the policies in your environment, the current compliance state, and historical compliance data with Compliance Explorer

## CI/CD

Twistlock is fully integrated into your build and deploy pipeline. Automated as well as custom policies can block builds or deployments based on vulnerability intelligence or internal or external compliance regimes.

Twistlock Jenkins plugin integrates vulnerability and compliance directly into the build

Standalone Twistlock command line interface (twistcli) integrates with any other existing tools or workflows

Set specific vulnerability and compliance thresholds for full control over your build and deploy process

## Program Benefits

| Benefits  | Distributor | Authorized Reseller | Indirect Authorized Reseller | System Integrators/Consultants | Tech Partners       |
|---|-------------|---------------------|------------------------------|--------------------------------|---------------------|
| Sales Support   | X           | X                   | X                            | X                              | X                   |
| Deal Registration   | -           | X                   | X                            | -                              | -                   |
| Not for Resale License  | X           | X                   | X                            | X                              | X                   |
| Developer License   | X           | X                   | X                            | X                              | X                   |
| Channel Manager   | X           | X                   | X                            | -                              | -                   |
| Technical Support   | X           | X                   | X                            | X                              | X                   |
| Marketing Support   | X           | X                   | Programmatic                 | Programmatic                   | Programmatic        |
| Access to Online Training   | X           | X                   | X                            | X                              | X                   |
| Eligible for MDF Program  | X           | X                   | Programmatic                 | -                              | -                   |
| Access to Partner Portal  | X           | X                   | X                            | X (SI/Consulting track only)   | X (tech track only) |
| Access to Joint Marketing Programs                                | X           | X                   | Programmatic                 | X                              | X (modified)        |
| Listing on Twistlock Partner Website                              | X           | X                   | X                            | X                              | X                   |
| <b>Communications</b>   |             |                     |                              |                                |                     |
| Newsletters   | X           | X                   | X                            | X                              | X                   |
| Webinars  | X           | X                   | X                            | X                              | X                   |
| All Partners  | -           | -                   | -                            | X                              | X                   |
| <b>Requirements</b>   |             |                     |                              |                                |                     |
| Promotion of Twistlock on Partner Website                         | X           | X                   | X                            | X                              | X                   |
| Joint Business Plan   | X           | X                   | X                            | -                              | -                   |
| Designated Partner Manager  | X           | X                   | X                            | -                              | -                   |
| Quarterly Business Review   | X           | X                   | X                            | -                              | -                   |
| Case Studies  | -           | -                   | -                            | X                              | X                   |
| Customer Win Templates (2 in the first yr.)                       | -           | -                   | -                            | X                              | X                   |
| Blogs & White Papers  | -           | -                   | -                            | X                              | X                   |
| Reference Architecture  | -           | -                   | -                            | X                              | X                   |
| Training (video content) completion                               | -           | -                   | -                            | X                              | X                   |
| Min. of 1 integration developed using Twistlock APIs              | -           | -                   | -                            | -                              | X                   |
| Integration posted/cross linked to Twistlock and Partner Websites | -           | -                   | -                            | -                              | X                   |

## Resources

[Portal](#)

[Deal Registration](#)

[Partner Application](#)

## Contacts

### Headquarters

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Twistlock is the leading provider of container and cloud native cybersecurity solutions for the modern enterprise. From precise, actionable vulnerability management to automatically deployed runtime protection and firewalls, Twistlock protects applications across the development lifecycle and into production. Purpose built for containers, serverless, and other leading technologies — Twistlock gives developers the speed they want, and CISOs the control they need.

#### Follow Twistlock

