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The SafeNet Cipher Technology Partner Program

The SafeNet Cipher Technology Partner Program recognizes and supports business relationships with leading technology companies that enhance their products with security solutions from the SafeNet Identity and Data Protection (IDP) product line. Gemalto’s commitment to providing the integrated security functionality—along with technical, marketing, and business development support—is essential to give our Technology Partners the tools they need to realize new opportunities, extend their solutions, and build their businesses.

The Technology Partner Program offers exclusive technical integration, marketing, and other benefits to Partners according to their classification: Silver, Gold, or Platinum (see chart on page 4).
Technology Partner Tiers

The SafeNet Cipher Technology Partner Program was created to recognize our business associations by offering opportunities to strengthen relationships, drive growth, and increase revenue. The chart below lists the necessary criteria, engagement opportunities, and marketing support available at each Partner level. Talk with your Gemalto representative about the partnership level that best matches your current business relationship.

<table>
<thead>
<tr>
<th>Technical Criteria</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Identified Partner Product</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Identified SafeNet Product</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Identified Use Case</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Integration Documentation</td>
<td>Optional*</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Customer Support</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Technical Integration**</td>
<td>Verified Integration</td>
<td>Certified Integration</td>
<td>Certified Integration</td>
</tr>
<tr>
<td>Testing</td>
<td>Partner</td>
<td>Optional*</td>
<td>Gemalto</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Engagement Opportunities</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Named Partner Representative</td>
<td>Optional*</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Enablement and Training</td>
<td>Optional*</td>
<td>Optional*</td>
<td>Yes</td>
</tr>
<tr>
<td>Regular Meetings</td>
<td>Optional*</td>
<td>1x/quarter</td>
<td>1x/month</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Marketing Support</th>
<th>Silver</th>
<th>Gold</th>
<th>Platinum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Joint Go-To-Market Plan</td>
<td>No</td>
<td>Optional*</td>
<td>Y</td>
</tr>
<tr>
<td>Dedicated Gemalto Marketing Representative</td>
<td>Optional*</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>SafeNet IDP Solutions featured on Partner Website</td>
<td>Optional*</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Identified Joint Customer</td>
<td>Optional*</td>
<td>Optional*</td>
<td>Required</td>
</tr>
<tr>
<td>SafeNet IDP Solutions promoted by Partner</td>
<td>Optional*</td>
<td>Optional*</td>
<td>At least 2x/year</td>
</tr>
<tr>
<td>Strong reseller network for SafeNet IDP Solutions</td>
<td>Optional*</td>
<td>Required</td>
<td>Required</td>
</tr>
<tr>
<td>Resell integrated SafeNet IDP products</td>
<td>Optional*</td>
<td>Optional*</td>
<td>Optional*</td>
</tr>
</tbody>
</table>

* to be determined by Gemalto and Partner
**see page 9 for integration descriptions

Technology Partner Certification

All Silver, Gold, and Platinum Technology Partners will be provided with at least one or all of the following certification labels:

- Authentication SafeNet Cipher Technology Partner
- Crypto Management SafeNet Cipher Technology Partner
- Encryption SafeNet Cipher Technology Partner
5 Reasons to Become a SafeNet Cipher Technology Partner

1. Our partnerships open doors.
   By verifying and/or certifying your technical integrations and use cases with SafeNet IDP solutions, you establish an official relationship with Gemalto, the industry-leading security solutions expert, and expose your business to our extensive network.

2. Dedicated partner page on the Gemalto website.
   Each Technology Partner is provided with a searchable, dedicated web page on www.safenet.gemalto.com that gives a general business description highlighting the use case and SafeNet IDP product integration.

3. Opportunities for customer engagement.
   The SafeNet Cipher Technology Partner Program offers opportunities to forge innovative interoperability relationships in the enhanced security marketplace.

   Our market-driven philosophy delivers both ongoing product innovations and new features to the Partners and customers.

5. The Gemalto commitment.
   Gemalto works together with Partners to ensure that our mutual customers receive the most innovative products and solutions, the highest quality support, and a superior customer experience.
Sales and Marketing Support

SafeNet Cipher Technology Partners can take advantage of various sales and marketing programs. Below is a sampling of the support available to Partners at each relationship level (Silver, Gold, or Platinum). More options are available for Gold and Platinum Partners who commit to furthering their business relationship with us. Talk to your Gemalto representative about creating a plan for your business.

Silver

- Website listing
- Dedicated web page–to see pages, visit https://safenet.gemalto.com/partners/technology-partners/
- Use of SafeNet Verified Integration badge

Gold

SILVER benefits plus . . .

- Dedicated Gemalto marketing representative
- Use of SafeNet Certified Integration badge
- Marketing collateral (such as solution briefs, e-books, etc.)
- Ready-to-Go marketing kits
- Joint annual Go-to-Market plans
- Social media and public relations support
- Support for Partner lead generation

Platinum

GOLD benefits plus . . .

- Go-to-Market plan
- Gemalto-led webinars featuring SafeNet IDP product experts
- White papers
- Event sponsorships
- Exposure to the Channel Ecosystem of SafeNet IDP products
Becoming a Technology Partner

The SafeNet Cipher Technology Partner Program requires that prospective Partners:

1. Complete and submit the SafeNet Cipher Partner Program Agreement.
   [https://cipherportal.safenet-inc.com](https://cipherportal.safenet-inc.com)

2. Provide Proof-of-Integration documentation for each solution featuring a SafeNet IDP product.

Below is a list of some of the information that prospective Technology Partners will be asked to supply for each integrated solution:

- Partner Contact Name
- Gemalto Company or Integrated Solution Reference on Partner Website
  Example: [https://safenet.gemalto.com/partners/aws/](https://safenet.gemalto.com/partners/aws/)
- Partner Sector/Industry
  Example: Technology/Computer Software
- Use Case (Category)
  Example: Digital Signature
- Partner Solution Name / Version
  Example: NetApp Storage Encryption with Clustered Data ONTAP 8.1
- SafeNet Integrated Solution Name / Version
  Example: SafeNet Network HSM, Version 5.2.1
- Operating System Target / Compatibility
  Example: Microsoft Windows 2008 R2
- Partner Certification Type
  Example: Citrix Ready
- Integration Status
  Example: Verified or Certified (see page 9 for explanation of the differences)
- Integration Communication / Integration Protocol
  Integration Protocol
  Authentication Type
  Platform

Partners may be asked to provide additional information such as architectural diagrams, solution descriptions, artwork/logos, and styling and branding guidelines.
In order for your business to become a SafeNet Cipher Technology Partner, you need to complete, sign, and submit the SafeNet Cipher Technology Partner Agreement. The sample Agreement and sidebar outline Program expectations and address the scope of the legal, technical, and marketing aspects that the Agreement covers. Contact your Gemalto representative with any questions or concerns.
Required Technical Integration Documentation

Proof-of-Integration Efforts

Every SafeNet Cipher Technology Partner will be asked to provide documentation for their business integrations with SafeNet solutions. There are two types of integration: Verified and Certified.

**Verified Integration**

A Verified Integration requires documentation of Proof-of-Integration by either Partner (Gemalto or Technology Partner) or by a third party. The “integration document” must contain ALL of the following:

- Partner solution name and description
- SafeNet solution name and description
- Scope of integration
- Supported platforms and versions
- Technical Partner and SafeNet IDP solution prerequisites
- Screen shot or any supporting evidence of integrated solution

Acceptable formats for the required “integration document” include:

- a stand-alone and dedicated integration guide for the Partner application and SafeNet IDP solution
- a section within a comprehensive user guide or online help (Gemalto OR Partner) that includes
  - a copy of the specific section in reference to integrated solution AND
  - reference information such as URLs, page numbers, or documentation names

**Certified Integration**

A Certified Integration requires that

1. the integrated solution must be tested and proven by Gemalto and
2. a stand-alone and dedicated integration guide must be produced, edited, and approved by Gemalto.
About Gemalto’s SafeNet Identity and Data Protection Solutions

Gemalto’s portfolio of SafeNet Identity and Data Protection solutions enables enterprises, financial institutions and governments to protect data, digital identities, payments and transactions—from the edge to the core. Our solutions take a data-centric approach to security with innovative encryption methods, best-in-class crypto management, and strong authentication and identity management to help customers protect what matters, where it matters.

About the SafeNet Cipher Partner Program

The SafeNet Cipher Partner Program was built to offer access to a Gemalto’s portfolio of SafeNet IDP products, the industry’s most innovative identity and data protection solutions. The Program includes support and benefits specifically designed to match our business models and the business goals of each of our Partners. Technology Partners, such as application developers and independent software vendors (ISVs), can join the program to enhance the security of their services and technologies by integrating with SafeNet IDP products. Using this integrated security functionality can help Partners realize new opportunities, extend their solutions, and build their businesses.

Contact Us:
For all office locations and contact information, please visit safenet.gemalto.com

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blog.gemalto.com/security