



DATASHEET

IoT Developer &
Technology Partner
Programs

Success in the IoT relies on the right partnerships.

GlobalSign wants to help you find success in your market, while also addressing the risk and security needs of your ecosystem. Our solutions work across a range of verticals, such as **Industrial Automation, Manufacturing, Automotive, Energy, and Consumer**, with proven standards-based technical foundations in High Volume Public Key Infrastructure (HVPKI) and identity services.

We see partnerships as key enablers to your success. Join us in securing the IoT.

GlobalSign offers programs to both IoT technical partners, as well as organizations building their own IoT products or solutions

IoT Developer Program

Who is it for?

- Organizations building smart connected products or building connectivity into their business solutions
- Organizations starting or evaluating an IoT proof of concept (POC) project

What are the benefits?

- Security expertise from a partnership with GlobalSign
- Low cost access to PKI and identity services
- Ability to scale security services as your solution moves out of POC into production level operations
- Visibility through co-marketing activities and on GlobalSign's POC web properties
- Build competitive differentiation through strong security and identity implementation

IoT Technology Partner Program

Who is it for?

- Technology vendors who are building IoT enabling technology and solutions
- Vendors whose end customers benefit from a joint offering and integration

What are the benefits?

- Through a technical integration with GlobalSign, your platform, product, or solution is able to provide standards-based PKI interoperability
- Help client environments address security best practices in provisioning, operating, and sun-setting devices
- Visibility through co-marketing activities and on GlobalSign's POC web properties
- Create customer contacts and understand needs
- Expand business network footprint

How do I get started? Sign up here: <https://www.globalsign.com/en/internet-of-things/partner-programs/>

About GlobalSign

GlobalSign is the leading provider of trusted identity and security solutions enabling businesses, large enterprises, cloud service providers and IoT innovators around the world to secure online communications, manage millions of verified digital identities and automate authentication and encryption. Its high-scale Public Key Infrastructure (PKI) and identity solutions support the billions of services, devices, people and things comprising the Internet of Everything (IoE).

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