



DATASHEET

Certified Regional Partner Program

GlobalSign's Certified Regional Partner Program

Our Certified Regional Partner Program is designed to facilitate the global adoption of GlobalSign's range of identity and security solutions by local entrepreneurial businesses within their region. Certified Regional Partners will be able to add GlobalSign's full suite of Digital Certificate solutions to their portfolio, to complement their existing offerings.

As a recognized IT leader within your region, with product experience of delivering services and solutions to your customers, GlobalSign can offer you the Certified Regional Partner Program. This includes all solutions including our managed platforms for SSL and PKI as well as our technology and integration partnerships. This powerful combination allows partners to develop their business beyond a traditional reseller or VAR model to being an end-to-end solutions provider to your market.

As a GlobalSign Certified Regional Partner, you'll receive a comprehensive range of benefits:

- Generate new revenue streams by differentiating your current offerings.
- Leverage the power of GlobalSign's solutions, brand and industry expertise.
- Marketing benefits to drive your sales faster with higher customer satisfaction.

Partner Enablement

With all new ventures the return on investment must outweigh the associated costs, therefore GlobalSign's Certified Regional Program goes beyond the delivery of innovative solutions. We accompany our partners through the whole process, from training to technical support, to sales and marketing efforts. As we know that no two businesses are the same, we have an array of tools and resources to help you be successful in your target markets, to generate profit and to grow your business. Our partners undertake a four-stage training commitment over the course of up to two years to gain full accreditation.

JOIN OUR PARTNERS

- Certified Regional Partners act as our local representatives within their regions, work exclusively with GlobalSign and are strategically aligned with us. They are among the best IT security solutions providers in their region and deliver services and solutions to both SMB and Enterprise markets.
- Are you a recognised leader in your region?
- Do you have the digital and IT security focused expertise?
- Can you demonstrate existing reach into enterprise and/or government sectors?
- Could you have a dedicated team to develop GlobalSign's business?

If the answer is yes, then we would like to hear from you.

Partner Requirements

Partnering with GlobalSign requires a high level of expertise and the ability to solve customers' problems firsthand. Therefore as a GlobalSign Certified Regional Partner, we need the following commitment from you:

- Uphold exclusivity to GlobalSign and its brand. Partners should not offer products or services from competing vendors, if GlobalSign has an equivalent solution within its portfolio.
- Expand GlobalSign's Enterprise security offerings to clients in the region, through promoting its Managed SSL (MSSL) and Managed PKI (MPKI) platforms.
- Become a recognized, trusted and well respected security solution provider with a strong brand presence within the region, communicating to customers in their native language on a sales, technical and support level.
- Have an existing reach within the enterprise and/or government sectors within the region with the ambition to continue to grow these markets.
- Understand and adhere to the laws governing their region.
- Have a good understanding of Digital Certificates and their application with an existing focus on IT security.
- Be in a position to grow a sales and tech support department to facilitate the ability to handle tier 1 and 2 support issues.
- Be financially stable and be prepared to undergo a company check by a third party credit agency.
- Have a separate billing platform in order to cross charge your customers.
- Complete all training stages and obtain full accreditation within a two-year period.

Program Features

As a Certified Regional Partner we want to ensure you are fully equipped with the resources you need to grow and develop your business. All partners will receive the following:

- Dedicated Account Manager
- Enterprise Partner System Account
- Marketing Support and Materials
- Partner Community and Reseller Tools
- Brand Promotion on GlobalSign Website

Site Seal

Our program ensures you have all the support you need to resell our solutions effectively and be rewarded for your commitment at every level. You can move up the levels as your business grows.



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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