



Entrust Ready Technology Partner Program

The Entrust Ready Technology Partner Program provides opportunities for leaders across a wide range of IT solutions to integrate with Entrust products and services and collaborate in creating a broad ecosystem of interoperable applications and services that meet customer demand.

Technology partnerships create possibilities

The challenges of maintaining a strong cybersecurity posture have never been greater – environments are more complex, threats continue to evolve, and the applications that power business must remain resilient.

The Entrust Ready Technology Partner Program, part of the Entrust Global Partner Network, provides a broad ecosystem of strong identity, secure payment, and protected data solutions for today’s cloud-based, as-a-service offerings as well as legacy/on-premises environments.

By partnering with leaders across a wide range of IT solutions, we proactively work to ensure that our customers’ investment in Entrust products and services can be leveraged to the maximum extent. We do this by establishing, maintaining, and documenting technology integrations that enable enhanced security as their business evolves.

Program Vision and Values

With this program, Entrust aims to create the broadest possible ecosystem of interoperable applications and services that customers most frequently choose, and that cover all stages of the digital transformation journey. We strive to document, maintain, and support integrated solutions like they are single-vendor solutions. We actively cooperate with our technology partners to bring complete solutions to market and mutually participate in their technology partner programs. And we recognize and embrace the dynamic, in some instances, of both partnering and competing with our technology partners, and do so in a way that best serves our mutual customers.

“In terms of partner ecosystem, Entrust is the strongest vendor in this assessment, in large part due to its reputation and expertise in the IAM, PKI and certification/key management space.”

ABI Research, Hardware Security Module: Original Equipment Manufacturers, February 2022

Join the Entrust Ready Technology Partner Program

Interested in joining the program or have questions? Email us at **entrustready@entrust.com** or get started on **[entrust.com](https://www.entrust.com)**

Membership Criteria and Benefits

The Entrust Ready Technology Partner Program encourages membership for partners where there is business synergy, technology alignment, and clear customer value for our joint solutions that will drive revenue for both parties. Entrust offers multiple products across the broad solution categories of strong identities, secure payments, and protected data. Visit [entrust.com](https://www.entrust.com) to see our most current products, services, and solution offerings.

We offer opportunities for technology partners to integrate with multiple Entrust product lines and join the program at a mutually agreed membership tier that defines the level of commitment and technical and marketing benefits. Participation in the program, the tier of participation, and the scope of applicable products are determined and agreed upon when partners apply for membership in the Entrust Ready Technology Partner Program.

	ENABLED TIER	ENHANCED TIER
Online test system access	X	X
Technical integration guide	X	X
Co-branded solution brief	X	X
Mutual website listings including logo use	X	X
Entrust Ready designation for validated partner products	X	X
Technical integration “how to” video		X
Reciprocal joint internal sales training webcast(s)		X
Joint end-user focused solution webcast(s)		X
Invitation to select Entrust events and PR opportunities		X
Joint case studies		X
Reciprocal social media promotion for partnership		X
Introduction to channel partners		By invitation
Product roadmap briefings		By invitation
Participation in product beta programs		By invitation
Annual program fee	Free	\$2,500

Access to Entrust products and support services

For partners needing to test with Entrust hardware products, the primary method in use is online testing. In cases where it is unavailable or a partner wishes to obtain hardware from Entrust, a limited quantity of hardware can be purchased as part of this program. Partners who purchase hardware from Entrust are required to purchase support services for that hardware.

Access to Entrust software products for testing purposes is available free of charge. Enabled tier partners may optionally purchase support services for that software; support services for software are included at no additional charge for partners at the Enhanced tier.

[Learn more at entrust.com](https://www.entrust.com)

For more information
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ABOUT ENTRUST CORPORATION

Entrust keeps the world moving safely by enabling trusted experiences for identities, payments, and data. We offer an unmatched breadth of solutions that are critical to enabling the future of secure data and networks and protecting trusted customer and citizen interactions. With more than 2,800 colleagues, a network of global partners, and customers in more than 150 countries, it's no wonder the world's most entrusted organizations trust us.

Learn more at
entrust.com



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