



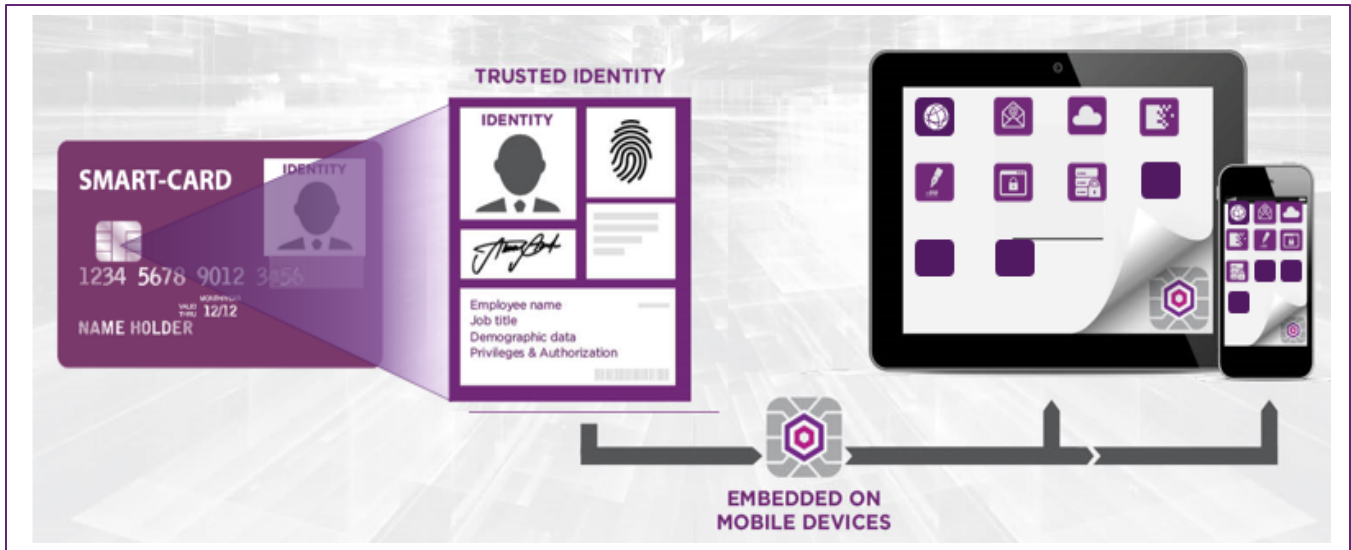
## Mobile Smart Credential Program Track

The influx of mobile in the workplace has enabled anytime, anywhere access to applications and resources. But securing this mobile workforce isn't always easy. Traditional approaches to identity and access management don't necessarily translate well into the mobile world and can result in clunky user experiences and insecure instances. In the face of these challenges, technology providers need to work together to develop better integrated mobile solutions.

Entrust helps Unified Endpoint Management providers integrate with Entrust Identity Mobile Smart Credential to transform popular mobile devices into virtual smart cards, eliminating the need for plastic smart cards, one-time-passcode hardware tokens and passwords.

Organizations specializing in Unified Endpoint Management solutions who wish to securely and effectively leverage virtual smart cards can register for the Entrust Mobile Smart Credential Program Track to expand their competencies and grow market share.

Entrust integrates with the leading Unified Endpoint Management vendors to allow organizations to deploy and leverage a high-performance solution that enable end users to use their mobile for all their current professional activities while being fully secure. In particular, these multipurpose credentials securely access computer workstations, network resources, data, cloud applications, physical doors or buildings; natively authenticate to EMM/UEM applications; and also enable end users to digitally sign transactions and encrypt data. It's easy to use, cost-effective to deploy and provides support for a number of authentication and information-protection needs within the enterprise and across customer bases.



## The Mobile Smart Credential Program Track

The Mobile Smart Credential Program Track is part of the Entrust Technology Alliances Partner Program and is designed to allow partners to leverage the full functionality of Entrust Identity Mobile Smart Credential SDKs for iOS and Android devices to create their own mobile smart credentials

Fully interoperable with the Entrust authentication platform and Entrust Certificate Authority, mobile smart credentials allow partners to provide smart card functionality to mobile users as well as provide options for non-smart card users. The Entrust mobile smart credentials are compliant with HSPD-12/FIPS 201-2 Personal Identity Verification (PIV) requirements in accordance with NIST SP 800-157.

Upon registration, partners are able to leverage the latest resources to build an integrated solution and also have access to Entrust developer expertise to ensure optimal results.

The Mobile Smart Credential Program Track gives partners access to:

- A fully-configured hosted environment
- Entrust Identity Mobile Smart Credential SDKs and sample applications for Apple iOS and Android. To distribute an application incorporating any components of the SDK, a separate specific distribution agreement is required.
- An Entrust Ready test certification plan

### Benefits of the Mobile Smart Credential Program Track

There are a number of clear benefits to partners and their customers for joining the Entrust Mobile Smart Credential Program Track. Partners will be able to:

- PIV certified Solution
- iOS and Android Support
- PACs and LACs enabled mobile credential
- Support from leading experts

## Program Track Obligations

The fee to be part of this program track is US\$ 5,000. Additional fees may also apply for optional professional services as mentioned below.

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### Partner Commitments

**As a partner, by joining the Mobile Smart Credential Program Track you are committing to the following:**

- Use the resources provided by Entrust to develop a Unified Endpoint Management solution that is integrated with Entrust Identity mobile smart credential
  - Provide Entrust with the equipment and tools necessary to trouble-shoot and support the integration
  - Complete and submit for approval the following:
    - Technical Integration Guide (TIG), Test Result and FAQ
    - Mutually agreed go-to-market strategy and basic documentation. It will include at minimum:
      - Integration overview slides with note
      - The promotion of the partnership and solution on both the partner and Entrust websites
      - Marketing collateral describing the value of the integration
      - Press release and/or blog article announcing the solution and the participation in the program track
      - Training as mutually agreed, but at minimum Partner and Entrust sales and channel teams
  - Partners who are developing a solution for NIST SP 800-157 derived Personal Identity Verification (PIV) credential deployments will be required to have its solution architecture and its PIV policy compliance reviewed and approved by Entrust
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### Entrust Commitments

**In support of the Mobile Smart Credential Program Track, Entrust is committed to:**

- Access to the hosted environment for testing of the integration
- Provide all the technical tools necessary to complete the integration, including:
  - Entrust Identity Mobile Smart Credential SDKs and sample applications for Apple iOS and Android
  - Licenses required to run the environment
  - Twenty smart cards for testing and demo purposes
  - A full set of documentation to support the integration
  - Provide for-fee training and technical support options in support of the integration
    - As defined support for development and test environment issues (included in the fee to enter program track)
    - MSC SDK training, integration support or consulting (additional fee professional services)

For the activities (professional services) with a fee, a specific professional services agreement will be required

- Review the submitted required documentation and architecture for approval of the solution
  - Provide to the Partner the right to one non-exclusive, non-transferrable license for both
    - 1) The Entrust Identity Mobile Smart Credential SDK and
    - 2) The Entrust run time executable code or byte code files included with the Entrust Identity Mobile Smart Credential SDK that is linked dynamically with the Partner's approved applications. This license is only available for internal development and testing. Full license terms and conditions are provided with the SDK. A separate specific distribution agreement is required to distribute the SDK
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### Joint Commitments

**Entrust and partner jointly commit to:**

- Promote the joint solution in accordance with the defined go-to-market strategy

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- Review the solution at least every six months for enhancements, roadmap, business review or go-to-market activities
- Update the solution for each major release (at least one update a year if required)

Subject to completion of the required documentation and approval of the solution by Entrust, the partner will be allowed to:

- Use the Entrust Ready trademark
- Distribute the Entrust run time executable code or byte code files included with the Entrust Identity Mobile Smart Credential SDK that are linked dynamically with your approved applications to customers, affiliates and resellers

## Summary of the Elements Provided

Stage	Resources/Tasks	Provided by	
		Entrust	Partner
Integration	Hosted or on-premises test environment	√	√
	Entrust Identity Mobile Smart Credential SDK and sample application	√	
	Entrust Identity Mobile Smart Credential SDK Integration Guide	√	
	Licenses	√	
	20 test and demo smart cards	√	
	Solution approval submission documentation templates	√	
	Integration support (free and for-fee options)	√	
	Integration Development		√
	Completed solution approval submission documents		√
Approval	Solution reviewed	√	
	Entrust Ready status awarded	√	
Sales and Marketing	Co-approved go-to-market strategy	√	√
	Integration overview slides with notes		√
	Press release or blog article	√	√
	Promotion on website	√	√
	Joint solution demo canned video		√
	Joint solution live demo system access	√	√
	Training of direct sales teams and channel partners	√	√
Ongoing	Update solution with each major release or as mutually agreed	√	√
	Update demo systems with each major release	√	√
	Business and solution review (at minimum every 6 months)	√	√



**Corporate Headquarters**  
1187 Park Place  
Minneapolis, MN 55379 USA

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Phone: +1 952 933 1223  
info@entrust.com  
entrust.com