

Entrust Datacard™ Technology Alliance Program

Smart Card Management System Program Track

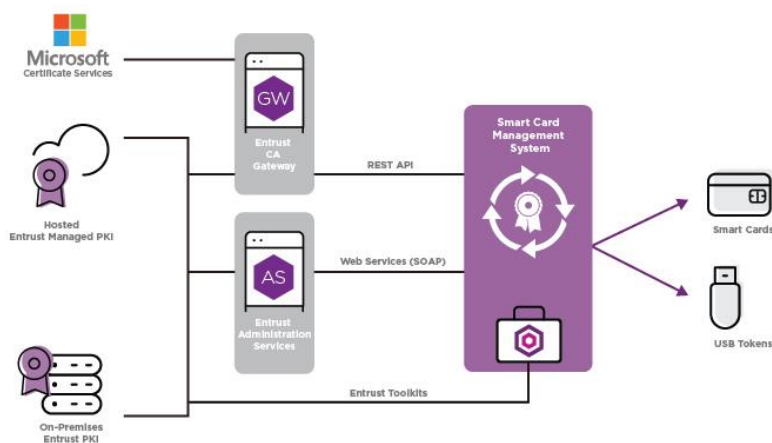
Automated key and certificate management services are critical to many customer solutions as they enable security capabilities such as encryption and digital signature across applications in a way that is transparent and easy to use. Entrust Datacard delivers products that help Smart Card Management System (CMS) products to be deployed within public-key infrastructures to lower the total cost of ownership and meet organization-wide security requirements.

Integration with an Entrust Datacard PKI is designed to help provide a more cost effective option for the management of digital identity keys and certificates which is needed by many Smart Card Management System customers to transparently automate security-related processes. With managed solutions, keys are automatically updated to avoid business interruption associated with expiry of keys and/or certificates. Decryption keys are backed up at the Entrust Datacard PKI to enable key recovery and prevent loss of data in the event that a key is lost or damaged or if an employee leaves the organization after encrypting data.

Organizations specializing in Smart Card Management Systems who wish to securely and effectively manage smart card and USB token credentials, and issue and manage PKI certificates for their customers, can register for the Entrust Datacard Smart Card Management System (CMS) Program Track to help expand their competencies and grow market share.

Entrust Datacard integrates with the leading Smart Card Management System vendors to allow organizations to deploy and leverage a high-performance solution that combines the strength of the Entrust Datacard PKI with CMS technology. Organizations looking to extend the security of on-premises or hosted PKIs can deploy Entrust Datacard solutions with approved and certified Entrust Datacard Ready CMS solutions to enable customers to address their digital identity security needs.

Smart Card Management System



The Smart Card Management System (CMS) Program Track

The Smart Card Management System (CMS) Program Track is part of the Entrust Datacard Technology Alliances Partner Program and is designed to allow partners to leverage the full functionality of the Entrust Datacard public key infrastructure (PKI) through APIs. Partners can integrate their CMS solution to create and manage Entrust Datacard PKI certificate-based credential functionality for their customers.

The preferred integration method for partners in this Program Track is through the use of the Entrust Datacard REST APIs. On a case-by-case basis, and with approval from Entrust Datacard, partners also have the option of using Entrust Datacard toolkits for their integration.

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

The Smart Card Management System Program Track gives partners access to:

- Either a fully-configured and dedicated hosted environment or the Entrust Datacard products required for installation and configuration in the Partner test environment
- Technical documentation
- An Entrust Datacard Ready test certification plan
- Support documentation for troubleshooting purposes
- Support and professional services packages to help plan, develop and implement an integrated solution (available via purchase)

Beyond technical validation of the solution, Entrust Datacard will work with the partner to market the solution to prospective customers, in addition to other collaborative and promotional marketing activities offered as part of the Technology Alliances Partner Program. As a member of the Program Track, the Partner can use the Technology Alliances Program Partner trademark.

Benefits of the CMS Program Track

There are a number of clear benefits to Partners and their customers for joining the Entrust Datacard CMS Program Track. Partners will be able to:

- Gain access to Entrust Datacard product, documentation and support as they relate to Smart Card Management System integration with the Entrust Datacard PKI
- Claim support for the Entrust Datacard industry-leading PKI with their Smart Card Management System offering
- Allows the Smart Card Management System partner to tightly integrate their CMS solution with Entrust Datacard's PKI key management functionality to enable access to historic encryption keys
- Together, Entrust Datacard and the Smart Card Management System partner can offer a complete solution and provide a better customer experience by removing the barrier to the complexities of deployment of smart cards and tokens.
- Leverage the Entrust Datacard brand

Program Track Obligations

The fee to be part of this Program Track is US\$ 5,000.00 annually if the integration is done with the Entrust Datacard REST APIs. The fee to be part of this Program Track is US\$ 10,000 annually if the integration is done with the Entrust Datacard Toolkits. For partners doing multiple integrations using both the REST APIs and the Toolkits, the fee is US\$ 10,000. Additional fees may also apply for optional professional services as mentioned below.

Partner Commitments

As a partner, by joining the Smart Card Management System Program Track you are committing to the following:

- Use the resources provided by Entrust Datacard to develop a Smart Card Management System solution that is integrated with the Entrust Datacard PKI
- Provide Entrust Datacard 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
 - FAQ
 - Mutually agreed Go to Market strategy and basic documentation. The Go to Market Strategy will include at minimum:
 - The promotion of the partnership and solution on both the Partner and Entrust Datacard 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

Entrust Datacard Commitments

In support of the Smart Card Management System Program Track, Entrust Datacard is committed to:

- Provide the choice of either a fully-configured and dedicated hosted environment or the Entrust Datacard products required for installation and configuration in the Partner test environment
- Provide all the technical tools necessary to complete the integration, including:
 - A full set of documentation to support the integration (included)
 - 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)
 - CMS integration support (additional fee professional services)
 - CMS integration consulting (additional fee professional services)
- Review the submitted required documentation and Test Results for approval of the solution

Joint Commitments

Entrust Datacard and the Partner jointly commit to:

- Promote the joint solution in accordance with the defined Go-to-market Strategy
- 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 Datacard, the Partner will be allowed to:

- Use the Entrust Datacard Ready trademark

Summary of the Elements Provided

Stage	Resources/Tasks	Provided by	
		Entrust Datacard	Partner
Integration	Hosted or on-premises test environment	√	√
	Integration documentation	√	
	Test plan for certification (Entrust Datacard Ready)	√	
	Integration support (for-fee options)	√	
	Integration approval (Entrust Datacard Ready)	√	
	Integration development		√
	Completed test plan submission		√
	Technology Integration Guide completion		√
	Partner to provide Entrust Datacard with NFR product for Entrust Datacard R&D and Support purposes		√
Sales and Marketing	Co-approved go-to-market strategy	√	√
	Integration overview slides with notes		√
	Press release or blog article	√	√
	Promotion on website	√	√
	Training of direct sales teams and channel partners	√	√
Ongoing	Update solution with each major release or as mutually agreed	√	√
	Business and solution review (at minimum every 6 months)	√	√
