



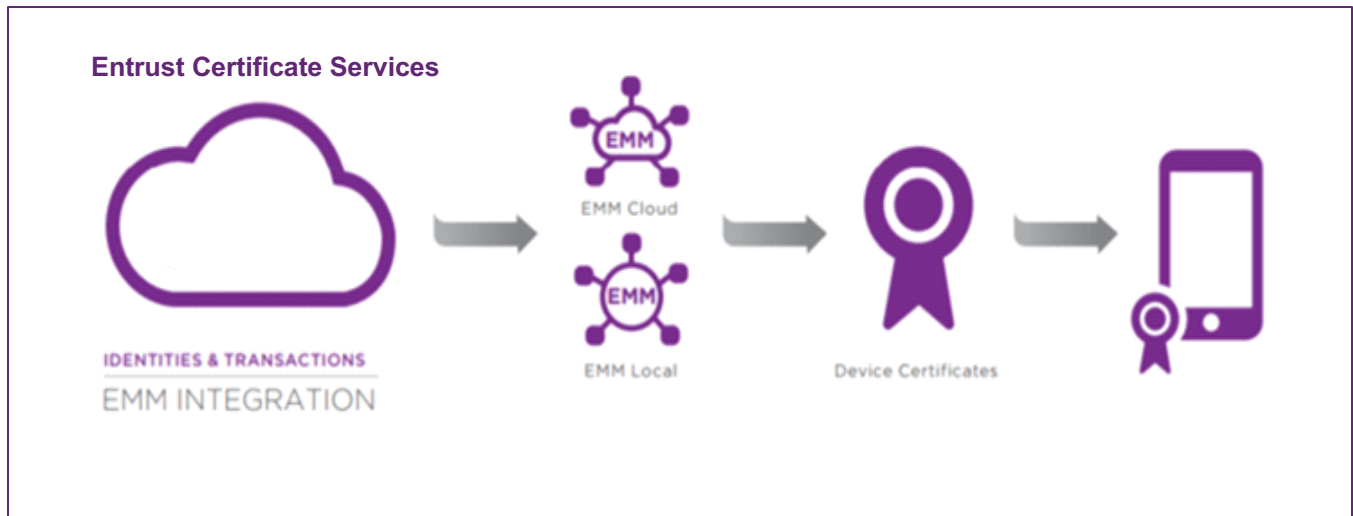
## Mobile Device Management Program Track

The pervasiveness of mobile devices, along with the digital transformation, presents tremendous opportunities for enterprises to extend their networks and deploy productivity enhancing applications. But as the use of mobile devices and applications grows, the rate and sophistication of attacks on popular mobile platforms also grows, and the need for mobile authentication becomes more prevalent. If not secured with a certificate management service, mobile devices represent a network weakness that can easily be exploited. Like users, only legitimate, authenticated devices should be allowed to access corporate networks and resources.

Entrust helps Enterprise Mobility Management providers integrate with Entrust PKI to allow organizations to deploy and leverage strong identities for mobile devices. Using this approach, Entrust digital identities are transparently deployed on mobile devices to grant secure access to corporate networks and enable secure email. With Entrust EMM integration, digital certificates may be provisioned and managed through a variety of methods.

Organizations specializing in Enterprise Mobility Management solutions who wish to securely and effectively leverage public key infrastructure (PKI) certificate based credential functionality to their customers, can register for the Entrust Mobile Device Management Program Track to expand their competencies and grow market share.

Entrust integrates with the leading Enterprise Mobility Management vendors to allow organizations to deploy and leverage a high-performance solution that provides an ideal mobile authentication method for organizations and their mobile devices to securely access networks. Entrust provides an easy and consistent enrollment process for mobile device certificates, regardless of the platform or operating system, ensuring that enterprises can fully leverage all leading mobile device platforms.



## The Mobile Device Management Program Track

The Mobile Device Management (MDM) Program Track is part of the Entrust Technology Alliances Partner Program and is designed to allow partners to leverage the Entrust MDM web services APIs to create public key infrastructure (PKI) certificate-based credential functionality for their customers.

The partner will leverage the Entrust PKI Web services API to develop the integrated solution. 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 Device Management Program Track gives partners access to:

- A fully-configured on-premise integration environment
- Technical documentation
- An Entrust Ready test certification plan
- Support documentation for troubleshooting purposes

### Benefits of the Mobile Device Management Program Track

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

- Eliminate reliance on mobile usernames and passwords for VPN and Wi-Fi access
- Provision and manage digital identities and devices in BYOD environments
- Transparently deploy digital certificates to mobile devices to secure access to corporate networks and encrypt email

## 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 MDM Program Track you are committing to the following:**

- Use the resources provided by Entrust to develop a Enterprise Mobility Management solution that is integrated with Entrust PKI
- 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
  - 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 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

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### Entrust Commitments

**In support of the Mobile Device Management Program Track, Entrust is committed to:**

- Provide the choice of either a fully configured and dedicated hosted environment or a software appliance 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)
    - MDM integration support (additional fee professional services)
    - MDM integration 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 test results for approval of the solution

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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
- 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

## Summary of the Elements Provided

Stage	Resources/Tasks	Provided by	
		Entrust	Partner
Integration	Hosted or on-premises test environment	√	
	Integration documentation	√	
	MDM test plan for certification (Entrust Ready)	√	
	Integration support (for-fee options)	√	
	Integration approval (Entrust Ready)	√	
	Integration development		√
	Completed test plan submission		√
	Technology Integration Guide completion		√
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	√	√
	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