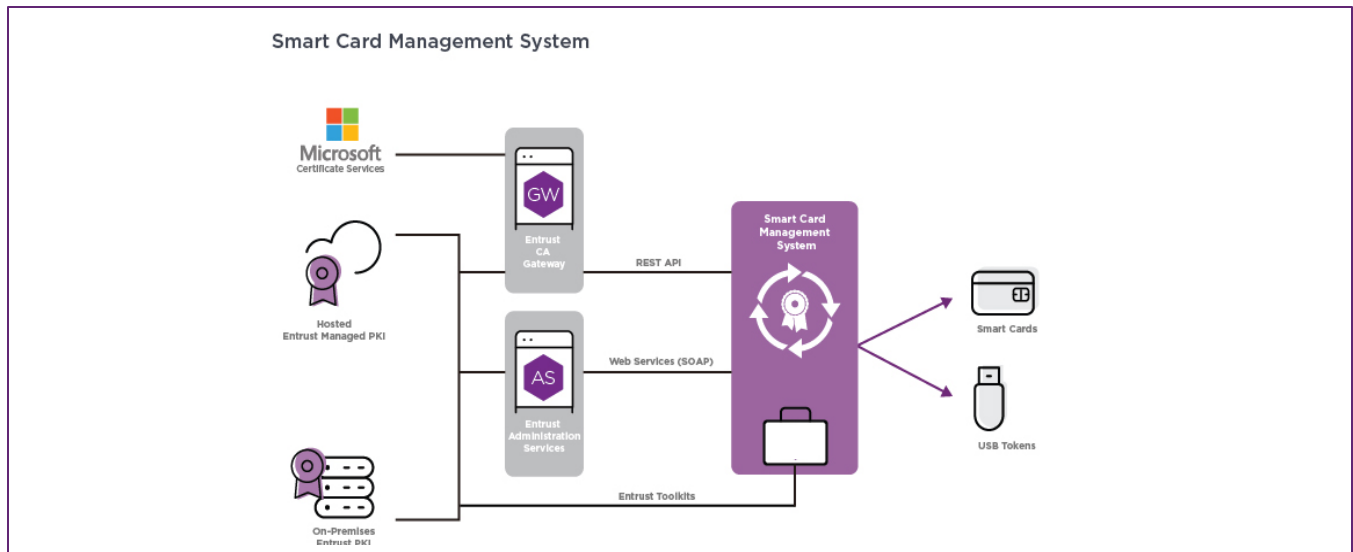# Smart Card Management System Program Track

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 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 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 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 Smart Card Management System (CMS) Program Track to help expand their competencies and grow market share.

Entrust 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 PKI with CMS technology. Organizations looking to extend the security of on-premises or hosted PKIs can deploy Entrust solutions with approved and certified Entrust Ready CMS solutions to enable customers to address their digital identity security needs.

The Smart Card Management System (CMS) Program Track

The Smart Card Management System (CMS) Program Track is part of the Entrust Technology Alliances Partner Program and is designed to allow partners to leverage the full functionality of the Entrust public key infrastructure (PKI) through APIs. Partners can integrate their CMS solution to create and manage Entrust 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 REST APIs. On a case-by-case basis, and with approval from Entrust, partners also have the option of using Entrust 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 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 products required for installation and configuration in the Partner test environment
- Technical documentation
- An Entrust Ready test certification plan
- Support documentation for troubleshooting purposes
- Support and professional services packages to help plan, develop and implement an integrated solution (available for purchase)

Beyond technical validation of the solution, Entrust 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 Alliance Program Partner trademark.

Benefits of the Smart Card Management System Program Track

- Partners gain access to Entrust product, documentation and support
- Partners can claim support for the Entrust industry-leading PKI with their CMS offering
- Together, Entrust and the CMS 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 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 REST APIs. The fee to be part of this Program Track is US$ 10,000 annually if the integration is done with the Entrust 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 to develop a Smart Card Management System solution that is integrated with the 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

Entrust Commitments

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

- Provide the choice of either a fully configured and dedicated hosted environment or the Entrust 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
  - Provide for-fee training and technical support options in support of the integration
    - 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)
    - 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

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	√	
	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		√
	Partner to provide Entrust with NFR product for Entrust 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)	√	√

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