

> **Why partner with Gemalto?**

Being part of the Gemalto Partner Network enables you to benefit from privileges that will help you grow your business.

- Dedicated partner management
- Preferential pricing
- Training programs
- Use of the Gemalto Partner logos
- Valuable web presence on Gemalto.com and on-line directory
- Dedicated events for Gemalto partners
- Joint presence at customer events, trade-show and public relations
- Technical support
- And more...

> **Expertise sharing**

- Gemalto's consistent and permanent support
- Privileged information sharing through the exclusive Gemalto Partners network and website
- On-going knowledge transfer relating to Gemalto products, solutions and technology

If you would like to join us, please visit our web site: www.gemalto.com

www.gemalto.com

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Gemalto Partner Network

A worldwide group of leading companies
providing complete solutions

gemalto
security to be free

gemalto
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Gemalto Partner Network

A worldwide group of leading companies providing complete solutions for vertical markets such as banking, retail, identity, mobile telecommunications, corporate security, healthcare and transport.



> Worldwide network

The Gemalto Partner Network represents one of the most important worldwide communities of partners in our sector. Over 200 selected companies create solutions and services based on secure platforms in order to make everyday digital interactions secure and easy.

Gemalto provides secure personal devices, platforms and services for applications such as payment, physical and logical access control, identity, mobile telecommunications, public transport, etc.

Gemalto's objective is to create secure, user-friendly solutions that safeguard people's identity and on-line assets, protect transactions, enrich communications, increase efficiency and loyalty, and bring convenience and trust to everyday life.

The Gemalto Partner Network covers all these market segments in more than 60 countries. One of its prime objectives is to share expertise in order to build business opportunities and leverage worldwide technical and business experience for specific local needs.

> Gemalto business partners

Value added resellers (VARs): vertical market-centric solution providers who integrate specific Gemalto products and/or services into their own offering as part of a more complete customer solution.

VARs are selected according to:

- strong commercial presence in a territory and in a specific vertical market
- development skills to integrate Gemalto products in a complete solution
- professional services to implement solutions for customers
- technical support organization

Resellers:

who resell off-the-shelf, compatible and easily-integrated solutions and products.

Resellers are selected according to:

- strong commercial presence in a territory and in some specific vertical market
- Support organization

Distributors:

who buy and resell Gemalto products to resellers, VARs or system integrators and provide enhanced logistics, sales and marketing support.

Distributor fulfill the following requirements:

- strong commercial presence in a territory and a significant range of IT products.
- a dedicated team to support Gemalto products
- strong inventory management

System integrators:

companies which offer professional services, consulting and strong business practices to business end-users. They integrate Gemalto products or solutions in large systems on a project basis where they act as prime contractors.

> Technology partners

Companies which develop products (hardware and/or software) that are complementary to Gemalto's products and solutions. Technology partners and Gemalto undertake to make their products interoperable and engage in co-marketing activities.

> Solutions partners

Companies which develop solutions based on Gemalto products or technologies using Gemalto's development tools and reference designs rules and policies. We promote such solutions to our customers and may resell them in certain cases.

> Being a Gemalto partner means sharing experience and success

By becoming a Gemalto Partner, you gain access to a wide community of experts. Our programs for exchanging information, providing technical and business support and sharing experience ensure that together we broaden your business opportunities. Gemalto's commitment to our partners is long-term and we will work with you to ensure success. By blending our combined expertise, we jointly create new business opportunities and expand existing ones.



> Who is Gemalto?

Gemalto is a world leader in digital security adding value to countless applications. Our technical experience is uncontested, as is our responsiveness and flexibility in the rapid creation of innovative solutions for specialized needs.

Gemalto's commitment to R&D is shown by our staff of 1,500 engineers who have developed a vast portfolio of high quality platforms and solutions.

In an environment where time-to-market is more important than ever, Gemalto has the global presence and capability to meet the most unusual needs with the shortest possible lead-time. However specialized the request, we have the resources necessary to get projects up and running with the speed and support customers demand.

Gemalto's formidable assets include not only our 11,000 strong workforce, but also our 24 production sites and 31 personalization centers strategically situated on every continent. Gemalto's pro-forma revenue in 2005 was \$2.2 billion.

Gemalto strongly believes that partners play a vital role in enhancing our offer to our customers, embracing fruitful partnerships as a means of developing new business opportunities.

If you would like to join us, please visit our web site: www.gemalto.com



Secure, convenient solutions for identification, communications and transactions

gemalto
PARTNER NETWORK