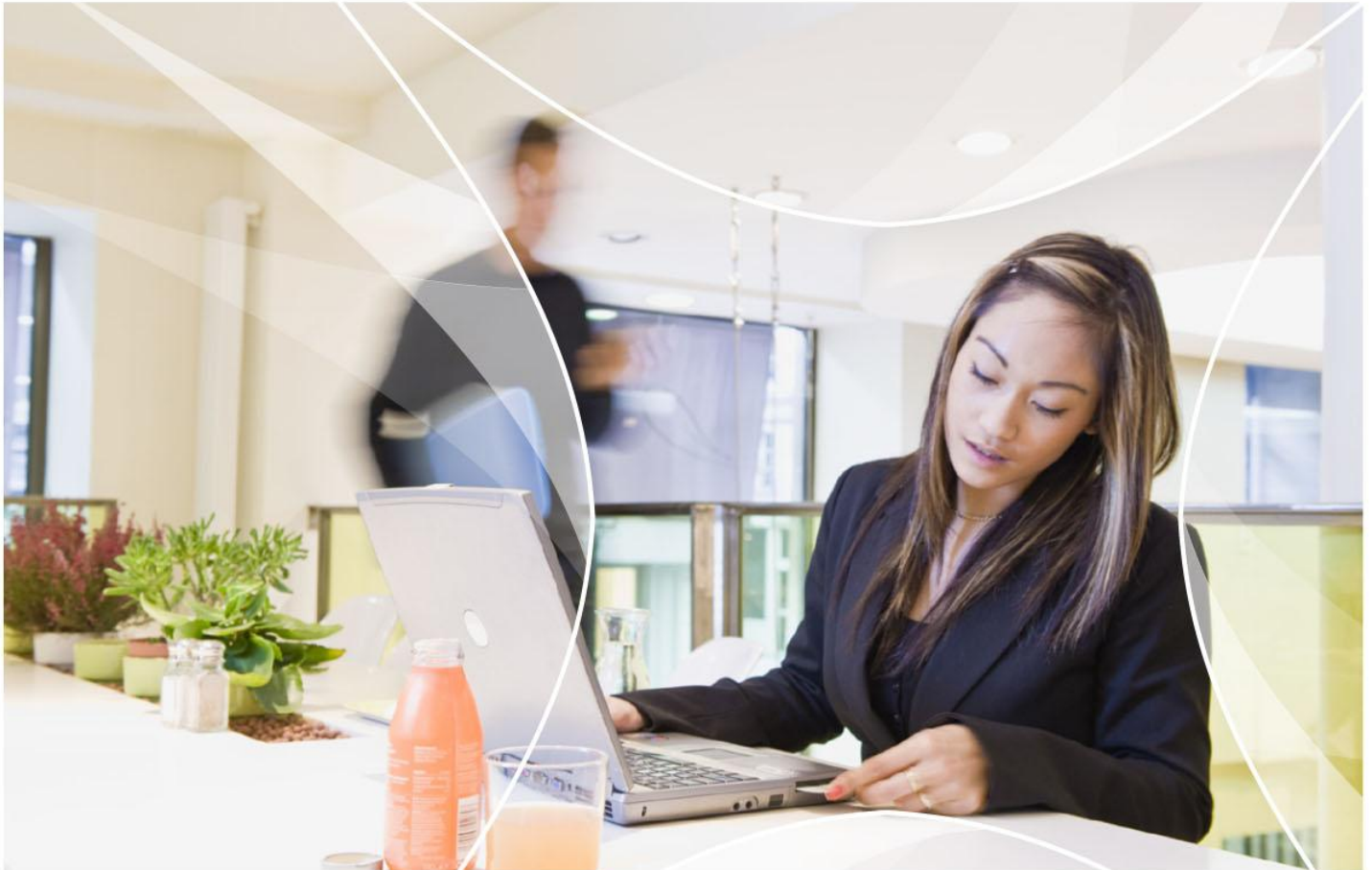


# Gemalto Partner Network Program

||||| Levels and Benefits



FINANCIAL SERVICES & RETAIL

ENTERPRISE

PUBLIC SECTOR

TELECOMMUNICATIONS

TRANSPORT

**gemalto**<sup>\*</sup>  
**PARTNER NETWORK**

**gemalto**<sup>\*</sup>  
security to be free

## Gemalto Partner Network Program / Levels and benefits

gemalto<sup>x</sup>  
RESELLER

gemalto<sup>x</sup>  
CERTIFIED PARTNER

gemalto<sup>x</sup>  
DISTRIBUTOR

gemalto<sup>x</sup>  
VAR

Benefits	Official Reseller	GCP	First Line
Special Partner Pricing	✓	✓	✓
Gemalto Marketing support for events	–	✓ Eligible	✓
Partner Training	✓ Eligible	✓ One minimum for sales & technical	✓ Sales & Tech certification
Annual Partner event & Award		✓ Eligible	✓ Eligible
Webinars	–	✓	✓
Newsletter Partner	–	✓	✓
NFR Internal kits	–	✓	✓
Welcome kit (logo, kits...)	✓ Logo only	✓	✓
Online order (Website)	✓	–	–
Participation in Beta Product Program	–	✓ Eligible	✓ Eligible
Partner Portal Access	–	✓	✓
Lead Transfer	–	✓ Eligible	✓
Partner Connect (access to CRM Online)	–	–	✓
Gemalto Sales Quarterly visit (DPR)	–	–	✓
Coop Funds	–	–	✓ Eligible

In the context of the Gemalto Partner Network Program, Gemalto seeks to build long term relationships with quality IT companies that are mutually beneficial to both parties.

The Gemalto Partner program is focused on selling solutions under the Protiva™ brand name to the Enterprise sector; it offers many resources and benefits with three categories of partnership available depending on the level of business and investment to which a partner is willing to commit.

Here are some of the benefits available to Gemalto partners:

- Special partner pricing
- Sales and Technical Training
- Technical assistance
- Marketing Support
- Pre-Sales support
- On-line web based CRM\*
- Visibility on the site Gemalto.com
- On-line ordering on Gemalto Partner web sites\*

\*Certain categories of partner only.



Gemalto Official Reseller (GOR) is the entry point to the Gemalto Partner Network Program; this level is accessible on demand to any company which wants to resell Gemalto products and is a quick and simple way to start selling the Gemalto brand.



Gemalto Certified Partner (GCP) is the intermediate level of Gemalto Partner Program; this status applies to established companies which commit to invest in technical knowledge of Gemalto Products; Many Value Added Resellers (VARs) have this status in the Gemalto Partner Program.



Gemalto First Line (FL) is the Ultimate level of the Gemalto Partner Program, and is aimed at Distributors and VARs that are willing to make a major commitment to the Gemalto brand. Potential Distributors will be expected to bring to the table a strong reseller network of their own, whilst potential FL VARs will have strong software solutions that have leading positions in their chosen vertical markets.

*Interested in becoming a Gemalto Partner? Please email us at:  
GEMALTOPartnerNetwork@gemalto.com*