



# Gemalto Wireless Partner Network

**Jean-Francois Gros**  
**Director Solutions and Partnerships**  
**Gemalto Telecom Business Unit**

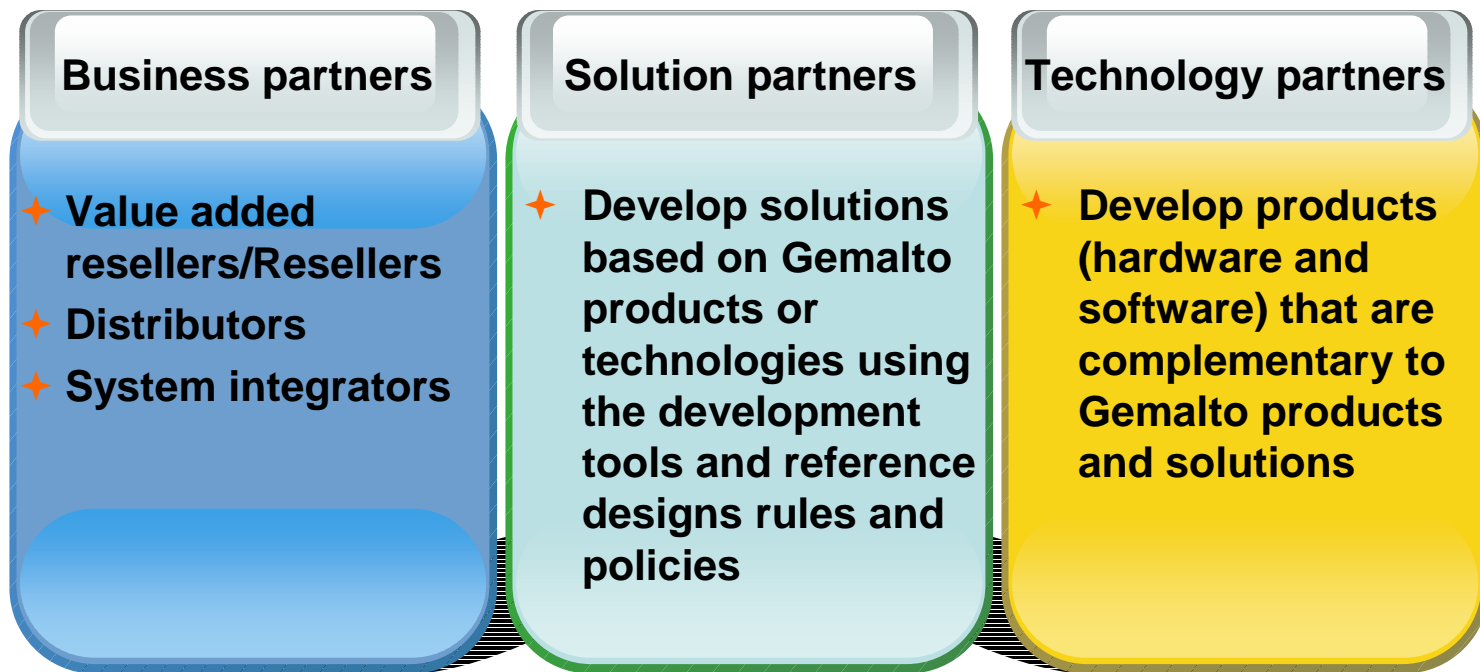
**SIMagine Conference – September 4 - 5, 2008**  
**Prague, Czech Republic**

## A Strong Legacy

- ✦ Gemalto Partner Network combines Gemplus and Axalto partners community
- ✦ Brings together
  - more than 200 partners,
  - in more than 60 countries,
  - involved in various business segments
    - Financial services, retail, telecommunications, enterprise, public sector and transport
- ✦ Each region provides local partner support
  - Account manager, marketing, technical consultant
- ✦ With support from partner management at each Business Line level and at central corporate level

## Short term win-win-win goals

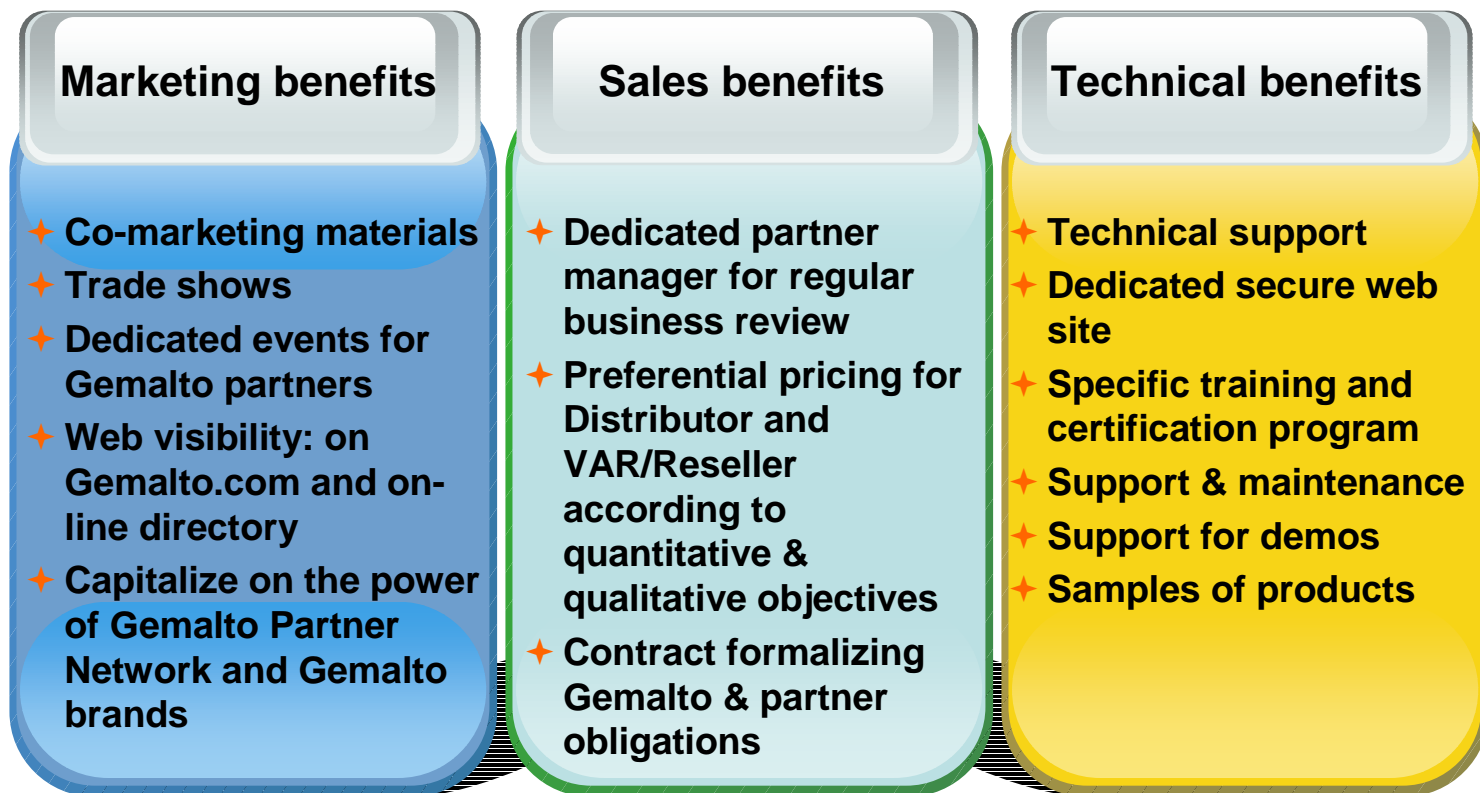
- ✦ Increase market reach
- ✦ Increase Solutions Portfolio for customers satisfaction
- ✦ Increase Channel capacity and productivity



# A new identity for a new community



# Highlights of the Partner Program

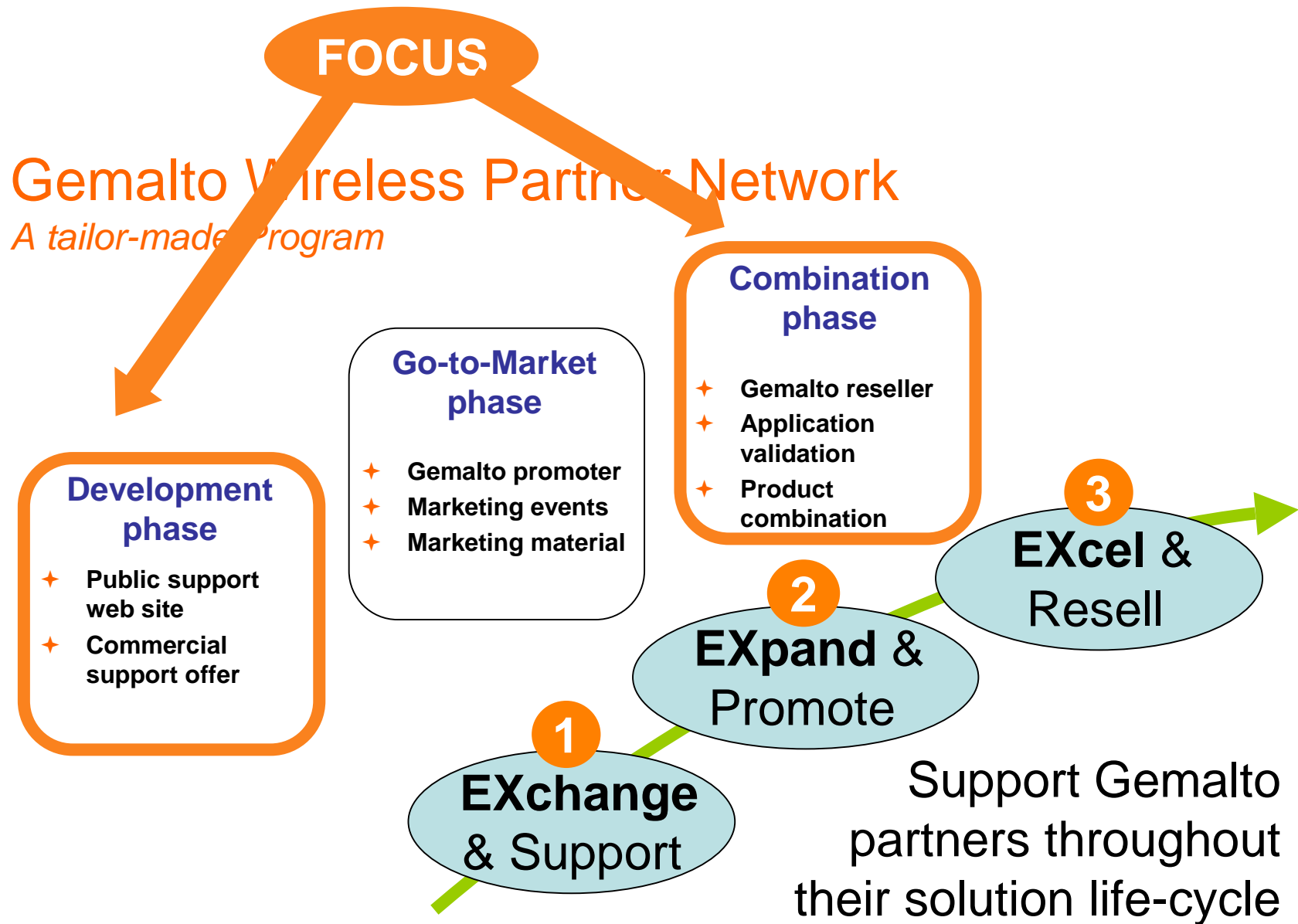


## Gemalto **Wireless** etwork

### *Objective*

- ★ Leverage on **third party worldwide valuable innovations** to bring best of breed solutions to Gemalto customers

**Focus on quality, not quantity**



Three dedicated levels

# A set of solutions to meet operator requirements

2

A human being



... **interacting**  
in a social world

1

A piece of your network



... that must always  
remain **connected**

Who  
your subs  
are?

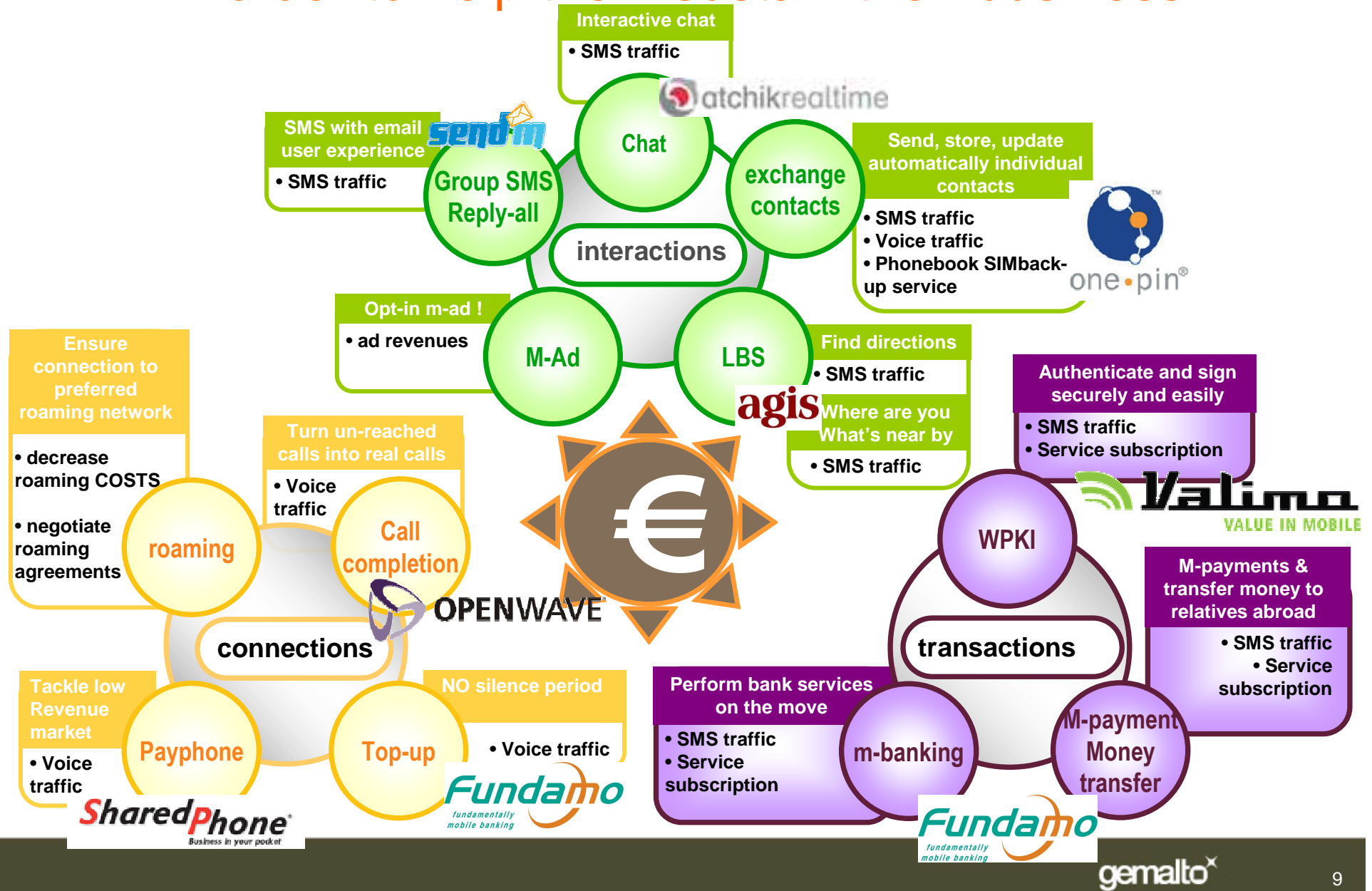
A set of identities

3

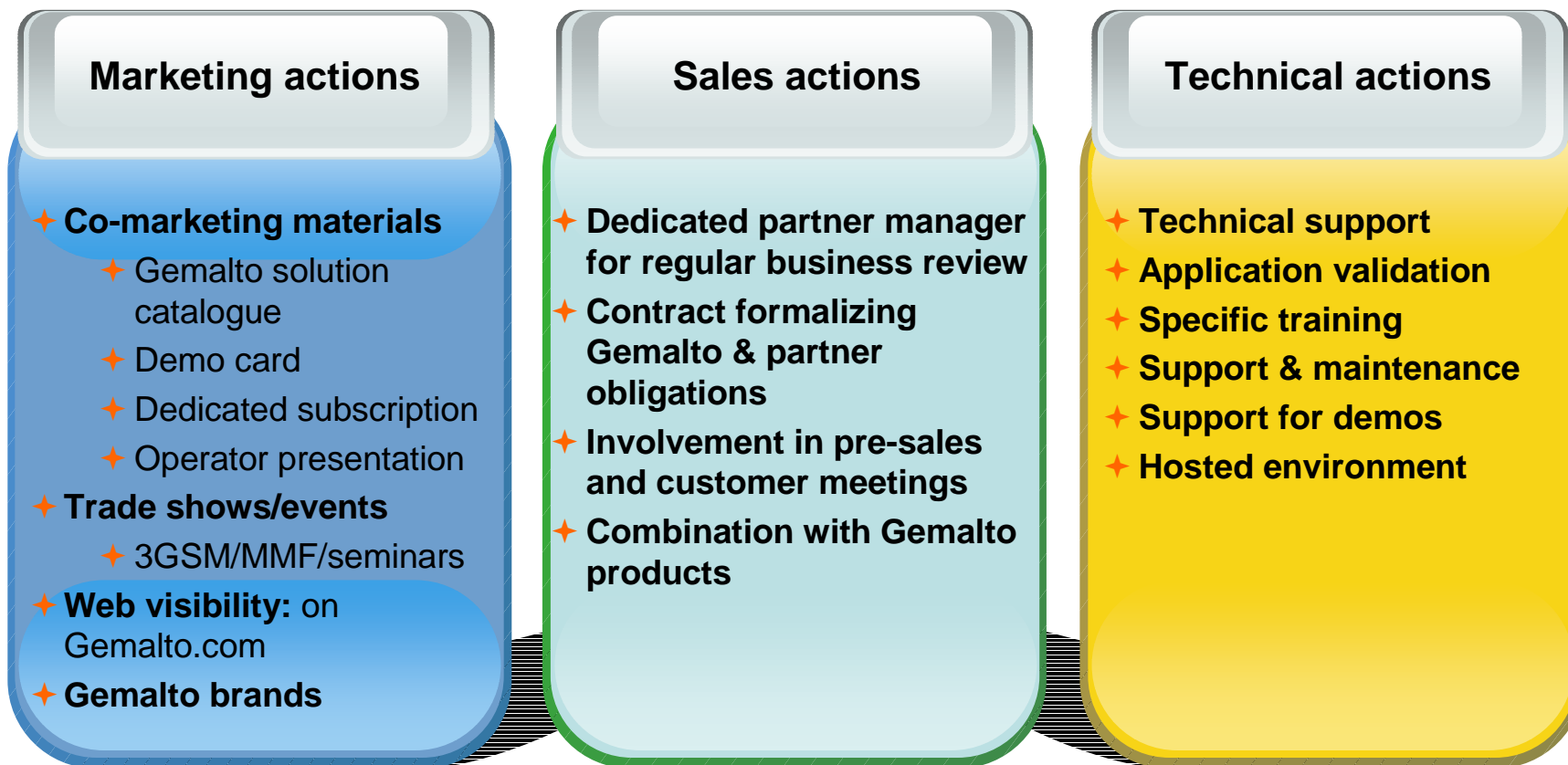


... performing easily and  
securely **transactions**

... in order to help them sustain their business



# Major Focus



# Thanks

[jean-francois.gros@gemalto.com](mailto:jean-francois.gros@gemalto.com)