

# **Security Partner Sales training**

## **Course information**

1. **Objectives**

The purpose of this 1 day training course aimed at Gemalto partners is to update your understanding and knowledge of Gemalto products and solutions portfolio to help you better address corporate security business opportunities with **Gemalto's Protiva solution.**

2. **Who should attend ?**

Gemalto partners Sales and business Development Executives or equivalent with basic knowledge of:

- Security solutions (VPN, SSO, Encryption etc)
- PKI and OTP methods of authentication
- Smart card and reader basics

3. **Location**

Indicated on training schedule.

4. **Course Fee:**

Participants will have to pay for their travel, accommodation and other personal expenses. Lunch will be provided by Gemalto.

This session will be in English.

This invitation is extended to 2 participants per company with a minimum of 4 and a maximum of 12 participants.

We will supply you with the contact details of an agency that can help with information on hotels near to the training location.

5. **Agenda:**

Participants should arrive at 9:00 am – the session will start at 9:30 am and will end at around 5:00pm

This training course consists of sessions around:

- Security challenges faced by SMEs
- Strong Authentication techniques: PKI and OTP
- The Protiva environment (compatibility with 3<sup>rd</sup> party security solutions)
- The Protiva offer – emphasis on features and benefits
- Points to emphasize versus competitor solutions
- Review of sales tools available to partners
- Success stories

The day will be closed by an evaluation test to help you keep in mind the major aspects of the training and help us improve the next sessions.

## 6. Registration

This session is for Gemalto channel partners. Gemalto partners should register on this web site by clicking on the date on which the course will be held.

Gemalto employees may also register (see link below), but priority will be given to partners:

<http://gemapp.gemenos.eur.gemplus.com/app/training/planning.asp?catalog=1>