



WIS@key

## Secure new revenues – Partner with WIS@key

WIS@key is leading the way towards a truly global trust network, bringing high security, PKI-based security solutions to the mass market. Partnering with us opens up a whole new opportunity for your business. Whether your customers are governments, large enterprises, or small and medium sized businesses, we have a PKI solution for all.

### Increased revenues – why partner with WIS@key

The WIS@key model is unique. After long experience in deploying complex PKI installations, we spotted the potential to capitalise on the certification services functionality already built into Microsoft Windows Server, to provide highly secure, low cost PKI solutions. We have developed a suite of innovative and flexible software components that integrate with Windows to provide unrivalled security and authentication tools at a fraction of the cost of traditional PKI installations. This approach allows us, and our partners, to reach a market of millions of Windows Server customers and offer them the tools and software they need to confidently secure their digital transactions.

### Trusted, politically neutral security platform

Our partners delivering highly secure Identity Access Management systems offer a unique service to their customers. The neutrality and protection afforded by our trust model means that customers can be sure they are receiving the highest possible security and privacy for their data transactions and storage. This is because WIS@key is the only company of its kind based in Switzerland and regulated under local stringent confidentiality and security laws.

### Global company, local expertise

WIS@key is a Global security software provider with offices and affiliates in 6 countries, with a further 6 offices opening in 2008, enabling the coverage of regions surrounding such countries. Our international structure, combined with our local expertise, allows us to work closely with partners and deliver real value to the relationship. Our international team of sales and technical consultants will help you to develop opportunities, win new business, and support your existing customers. With this structure WIS@key has been able to deploy projects with partners across the Americas, Europe, Africa, the Middle East and Asia. No matter how large or small the customer, there is a WIS@key team near you that can help.

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## PARTNER BENEFITS

### Channel partners

With our suite of security products and services, resellers have a great opportunity to diversify their customer base and drive additional revenues. Because all our software components are designed to be flexible to meet customer needs, reseller partners can deliver the ideal combination for customers' needs, as well as take advantage of up-sell and renewal opportunities as customers' security deployments scale.

See the WISeKey Product suite at [www.wisekey.com/products](http://www.wisekey.com/products)

### Technology partners

Creating close, long term technology partnerships is important to us. As a Microsoft Gold Partner ourselves, we understand the value customers gain when leading software companies work together.

Our extensive expertise in building industrial-grade security solutions and your knowledge in specialised technologies can combine to build high security solutions for individuals, enterprises and government organisations. As a technology partner, we enable our technical teams to work with yours in order to jointly build a fully integrated version of our respective products in order to develop new offerings for customers.

Learn more about how to partner with WISeKey at [www.wisekey.com/partners](http://www.wisekey.com/partners)

### Solutions partners

Solutions partners also can realise significant business opportunities through partnering with us. Because our solutions are based on leveraging the Windows PKI platform, we make it easy for solutions partners to integrate our offerings into customer deployments. Combined with our technology, solutions partners can now build in industrial-grade security into all their customer solutions. With years of experience in building industrial-grade PKI solutions with customers, we work closely with partners to ensure every project is a complete success.

Find out more about our existing solutions partners, and how to join them at [www.wisekey.com/partners/solutionpartners/](http://www.wisekey.com/partners/solutionpartners/)

### ASP and ISP partners

WISeKey has developed a unique offering for application service providers and internet service providers. Through our significant investments in building secure and reliable data centre environments, we are ideally placed to provide publicly trusted certification services to customers. Our CertifyID ISP/ASP Suite enables us to provide publicly trusted certification services hosted at our ISP/ASP data centre. This delivers low start up costs and reduced total cost of ownership for both customers and partners.

See how your customers can benefit at [www.wisekey.com](http://www.wisekey.com)

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## PARTNER BENEFITS MATRIX

	Software development kits	Services and support	Pre-/post sales support	Marketing programmes	Logo programme	Training and Certification
CHANNEL PARTNERS		○	○	○		○
TECHNOLOGY PARTNERS	○	○	○	○	○	○
SOLUTIONS PARTNERS	○	○	○	○	○	○
ASP & ISP PARTNERS	○	○	○	○	○	○