Data Protection ◆ Key Management ◆ Secure Payments

u.nity
Partner Program
The Better Choice for your business growth

Creating Trust in
the **Digital Society**

utimaco®

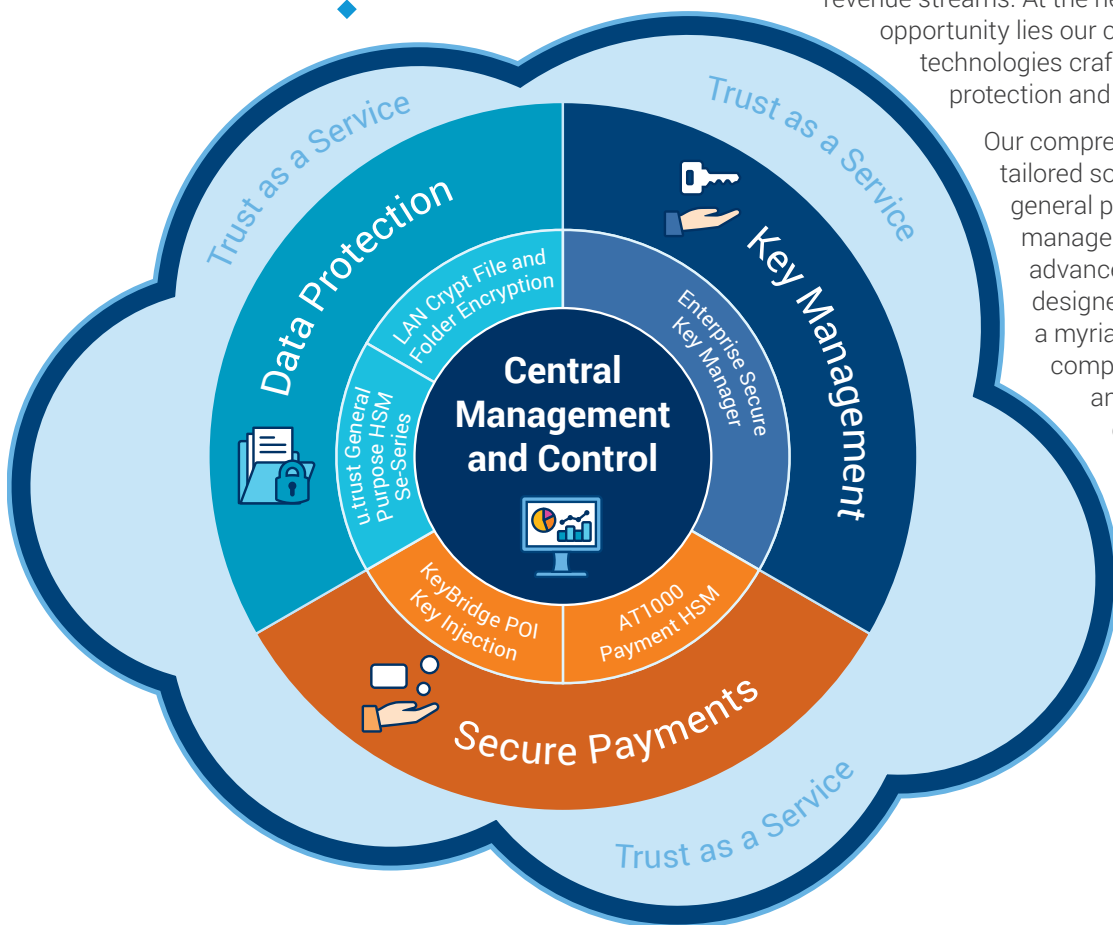# Unlock Your Potential with the u.nity Partner Program

Joining the u.nity Partner Program is more than just a partnership—it's a better choice for your business and a journey to the forefront of data protection and cybersecurity innovation. With Utimaco, you not only gain leverage in the market but also ensure your customers receive the most efficient and robust data protection solutions available. Whether it's enhancing security or optimizing performance, we are dedicated to propelling you towards unparalleled success.
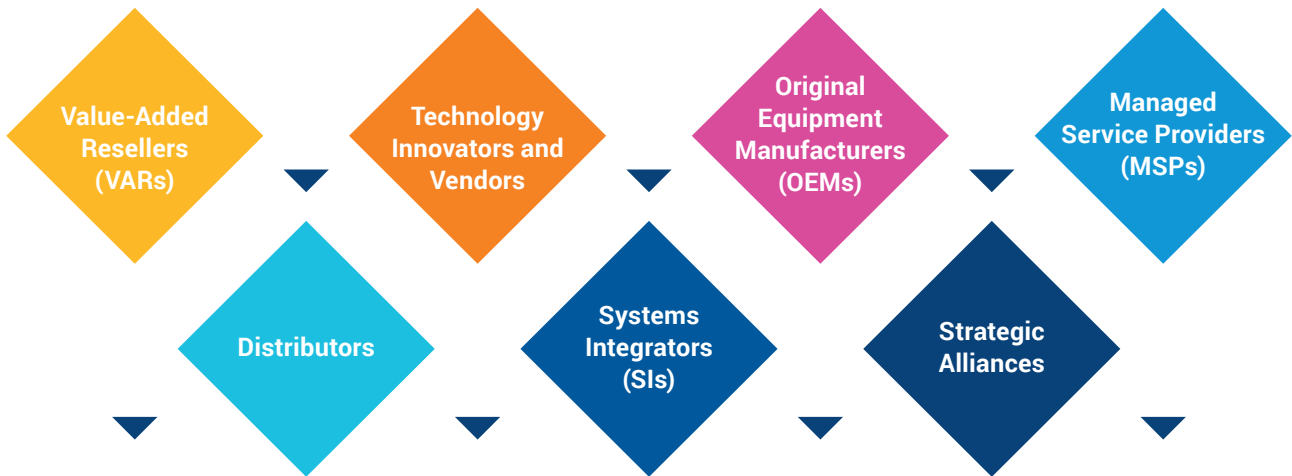

Embrace Advanced Data Protection

By aligning with the u.nity Partner Program, you tap into an ecosystem proficient in augmenting your growth trajectory and maximizing your revenue streams. At the heart of this opportunity lies our cutting-edge technologies crafted for optimal data protection and security.

Our comprehensive suite offers tailored solutions ranging from general purpose HSMs, key management through to advanced payment security— designed to address a myriad of scenarios, compliance requirements, and evolving cyber threats.

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Partner Brochure 04/24 Version 1.0

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Become a Part of Our Exclusive Network

We take pride in our collaborative ecosystem encompassing a vast array of partners:

Value-Added Resellers (VARs)

Technology Innovators and Vendors

Original Equipment Manufacturers (OEMs)

Managed Service Providers (MSPs)

Distributors

Systems Integrators (SIs)

Strategic Alliances

Payment	Swichting & Authorization	Key Management	Privileged Access	Web Application
	Card Personali-zation	Database Security, Tokenization and Encryption	PKI & IoT	Distributed Ledger Technology
	POS Terminal Management	Code Signing	Integrity & Digital Signing	Cloud

Our extensive network empowers us to amplify our reach and provide exceptional data protection and payment services to a diverse customer base requiring best of breed security solutions.

Elevate Your Business

We categorize our valued resellers into distinct tiers —Silver, Gold, Platinum, and the exclusive Global level— to align with your business's scale and reach.

Each tier unlocks a spectrum of benefits, with the Global status being reserved for strategic, multinational partners with a worldwide presence.

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Exclusive Program Benefits Await

Seize the benefits tailor-made to bolster your offerings as a u.nity Partner:

1.	Leverage our collaboration to **deliver powerful, customized solutions swiftly**, satisfying customer needs and simplifying their digital security challenges.
2.	**Expand your market** by introducing compelling and differentiated products equipped with innovative security features.
3.	Access a wealth of **sales and marketing tools**, gain unparalleled marketing support, and showcase your offerings with verified security specifications.

Utimaco u.nity Channel Partner Program – Benefits Matrix

	Distributor	Platinum	Gold	Silver
Sales & Marketing Benefits				
Product Discounts	✓	✓	✓	✓
Deal Registration	✓	✓	✓	✓
Partner Portal Access	✓	✓	✓	✓
Inside Sales Support	✓	✓	✓	–
Dedicated Channel Manager	✓	✓	✓	By Invitation
Marketing Support	✓	✓	By Invitation	By Invitation
Accredited Sales Training	✓	✓	✓	✓
Business Planning & Account Mapping	✓	✓	✓	By Invitation
Sales Leads	✓	✓	By Invitation	–
Partner Welcome Kit	✓	✓	✓	✓
Partner Advisory Board	By Invitation	By Invitation	✓	–
Attend Partner Conference	✓	✓	By Invitation	By Invitation
LinkedIn partner community	✓	✓	✓	✓
Partner newsletter	✓	✓	✓	✓
Marketing Funding Eligibility (Co-Op)	✓	✓	By Invitation	By Invitation
Web Usting - Partner locator	✓	✓	✓	✓
Technical Benefits				
Accredited Technical Training	✓	✓	✓	✓
Access to Knowledgebase	✓	✓	✓	✓
Access to Technical Support	✓	✓	✓	✓
First line Support Training	By Invitation	By Invitation	By Invitation	–
Access to HSM simulator	✓	✓	✓	✓
NFR Equipment	✓	✓	✓	By Invitation
Dedicated Technical Account Manager	✓	✓	By Invitation	–
Partner Commitment				
Accredited Sales Resource	2	2	1	1
Accredited Technical Resource	2	2	1	1
Business Planning	✓	✓	Lite	By Invitation
Annual Sales Target	✓	✓	✓	–
Reference on partner website	✓	✓	✓	✓
Quarterly Forecasting	✓	✓	✓	✓
Active participation in marketing campaigns	✓	✓	By Invitation	–

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Get Started Today

To elevate your business and forge a path toward becoming a leader in cybersecurity, don't hesitate to register for the u.nity partner program. Discover the full spectrum of advantages that come with being a u.nity Partner.

For more information or to register your interest in joining the u.nity Partner Program, reach out to an Utimaco partner representative in your region:

- Americas
- Asia Pacific
- Europe, Middle East and Africa

Secure your future with Utimaco's unmatched data protection, key management and secure payment solutions.

Become a u.nity Partner today!

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About Utimaco

Utimaco is a global platform provider of trusted Cybersecurity and Compliance solutions and services with headquarters in Aachen (Germany) and Campbell, CA (USA).

Utimaco develops on-premises and cloud-based hardware security modules, solutions for key management, data protection, and identity management as well as data intelligence solutions for regulated critical infrastructures and Public Warning Systems. Utimaco is one of the world's leading manufacturers in its key market segments.

550+ employees around the globe create innovative solutions and services to protect data, identities and communication networks with responsibility for global customers and citizens. Customers and partners in many different industries value the reliability and long-term investment security of Utimaco's high-security products and solutions.

Find out more on **utimaco.com**

Headquarters Aachen, Germany

Headquarters Campbell, USA

…people, devices and digital identities
against natural disasters, terrorism and cybercrime.

…financial transactions, data at rest and in motion
against theft and sabotage.

We protect …

…data and ideas
Digital economy and digital transformation processes against theft, abuse and manipulation.

…investments
with proven, future-proof technology, products and solutions that meet regulation and compliance standards.

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Contact us

EMEA

Utimaco IS GmbH

Germanusstrasse 4
52080 Aachen,
Germany

+49 241 1696 200
info@utimaco.com

Americas

Utimaco Inc.

Suite 400
910 E Hamilton Ave.,
Campbell, CA 95008,
USA

+1 844 UTIMACO
info@utimaco.com

APAC

Utimaco IS Pte Limited

6 Temasek Boulevard
#23-04 Suntec Tower Four
Singapore 038986

+65 6993 8918
info@utimaco.com

For more information about Utimaco® products, please visit:

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