



A Leader in Online Security & Authentication Solutions for over 10 years



## Resell GlobalSign SSL Certificates

Your customers are buying SSL Certificates.

Select the right partner and make sure they buy them from you.

GlobalSign has been working with SSL resellers for years to develop the best SSL products and to offer the best tools to help you sell them. The GlobalSign SSL Reseller Program is designed for ISPs, Web Hosts, domain registrars and VARs who want to integrate SSL Certificates into their own product range and maximize the SSL reseller opportunity.

### The SSL Opportunity

Many hosting companies usually find they already host anything from 10 to 10,000 SSL Certificates. Unless these certificates are bought directly from the hosting companies themselves, it is lost potential revenue. Hosting companies who offer SSL Certificates in their hosting packages or as a value add option gain the immediate benefits of increased revenues and a more complete and "sticky" product portfolio.

### Partner Comments

**CPS Datensysteme – Felix Weingard, chief executive officer**

*"Our customers demand a highly ubiquitous and trustworthy public root to secure their consumer's online transactions... Our partnership with GlobalSign delivers everything we need..."*

**Kratos Hosting – Catalin Raschaka, managing director**

*"The sophisticated product suite that Kratos is able to offer customers and its solution providers will immediately benefit end users... We will be able to uphold the highest levels of responsiveness to our customer's security requirements."*



The group that acquired GlobalSign in 2006 have managed many thousands of SSL resellers all over the world for many years and is an expert in training, supporting and helping SSL resellers make the most from the SSL opportunity. GlobalSign provides partners with the brand, product, management platform, integration, sales assistance and technical support to maximize your sales.

### All SSL Resellers Receive:

- A free SSL Certificate for your own site
- Discounted pricing
- Pay As You Go, Invoicing or Bulk Payment options
- Web based Management Tool (GCC) & APIs
- Marketing, campaign & press resources
- Free sales and technical training
- "Approved Partner" / "Platinum Partner" site seal
- Named Account Manager
- Telephone, email and web technical support
- Multi-language assistance
- Ability to sign-up own SSL sub-resellers

### Platinum Partners Also Receive:

- Access to innovative platforms like One-Click SSL
- Joint press release and press opportunities
- Co-branded marketing materials
- Placement on Strategic Partners page
- Feature development priority

### Partner Certificate Center Features

- Scalable, flexible SaaS web control panel
- Full XML API
- Access to all SSL Certificate types
- AutoCSR option - eliminates need for CSRs from customer
- Issue, reissue & renew customer's SSL Certificates
- Apply on behalf of customers or use Cert-Invite to push customer into application process
- Sign-up SSL sub-resellers, set their SSL pricing
- Billing & accounting management, incl. PDF invoice generation

### SSL Certificate Features

- Instantly issued or traditionally vetted SSL
- Trusted by all browsers, applications and mobile devices
- 128 bit minimum SSL strength (free SGC security in every certificate)
- Free SGC security guarantees strong 128bit to 256bit encryption strength for every customer
- Custom Options – add Wildcard SSL, SANs (Subject Alternative Names), Intranet names / hostnames, IP addresses
- Secures both www and non-www with single certificate
- 3 for 1 server licensing promotion
- Clickable Site Seal
- \$10k-\$250k warranty
- Free installation Healthcheck
- Worry free 7 day refund
- WebTrust compliant for 7 years

## Program Levels:

Whatever your size or customer base, the GlobalSign partner program is designed to suit you. Become either an Authorized Partner or a Platinum Partner and gain benefits unique amongst SSL Partner programs:

	Referral Partner	Authorized Partner	Platinum Partner
<b>Integration</b>			
GlobalSign Certificate Center Portal		●	●
GlobalSign Referral Center Portal	●		
Simplified HTTP Post API		●	●
Full XML API			●
Phone Support	●	●	●
Email Support	●	●	●
Access to Staging Systems			●
<b>Product Development</b>			
Product Roadmaps			●
Feature Development Priority			●
Beta Program / New Product Access			●
<b>End Customer Support</b>			
Phone Support	●	●	●
Email Support	●	●	●
License to publish Support Knowledgebase	●	●	●
Training to provide tier 1, tier 2 support directly			●
<b>Sales &amp; Marketing</b>			
Discounted Pricing		●	●
Strategic Discounted Pricing			●
Commission on Certificates sold	●		
Access to extended product range			●
Canned HTML Templates	●	●	●
Campaign Creatives	●	●	●
Advertising Creatives	●	●	●
License to publish SSL Information Center		●	●
PR Opportunities			●
Sales Training Documentation	●	●	●
Live Person sales training			●
Dedicated Account Manager		●	●
Quarterly ROI Reviews			●
Pre-Launch Marketing Review Session		●	●
Listing in Partner Directory			●

## About GlobalSign Inc:

Established in 1996 and a WebTrust accredited public certificate authority, GlobalSign offers publicly trusted SSL, including EV SSL Certificates, S/MIME and Code Signing Certificates for use on all platforms including mobile devices. Its Trusted Root solution uses the widely distributed GlobalSign Root CA certificates to provide immediate PKI trust for Microsoft CA and enterprise CAs, eliminating the costs associated with using untrusted Root Certificates. Its partnership with Adobe to provide Certified Document Services (CDS) enables secure digitally signed PDF e-documents. These core Digital Certificate solutions allow its thousands of customers to conduct secure online transactions and data transfer, distribute tamper-proof code, and bind identities to client certificates for email security and remote two factor authentication. The company has a history of innovation within the online security market and has offices in the US, UK, Belgium, Japan, and China.