



**intercede**

Connect Partner Program



**Know you have the right identity management software to deliver, all of the time.**

Connect Partner Program members enhance their offering with the MyID credential management software platform.

Proven software, incorporating MyID Professional, MyID Enterprise, and MyID PIV, that is trusted by governments and enterprises worldwide.

Reseller and integrators in the Connect Partner Program have the training, support materials and product to meet the growing demand for strong authentication – from deployments of 500 to millions.

A tiered program that rewards partner engagement, backed up by software with extensive integration options with world-leading strong authentication hardware and software.



# Exponential Possibilities

Join the Connect Partner Program and benefit from the extensive possibilities of reselling and integrating the MyID software suite.

**intercede**

Connect Partner Program

## MyID IS TRUSTED BY

**AIRBUS**

**ANZ**

 Australian Government  
Department of Defence

**BASF**  
We create chemistry

 **BOEING**

Booz | Allen | Hamilton

*Coutts* 

 Deutsche  
Telekom

**Handelsbanken**

 HM Government



**LLOYDS  
BANKING  
GROUP**

**LOCKHEED MARTIN**

**NORTHROP GRUMMAN**



 RDW



**Swedbank**

**T-Mobile**



**UNITEDHEALTH GROUP**

**WELLS  
FARGO**

## MyID WORKS WITH

**90METER**  
SMARTCARD SOFTWARE

**airwatch**  
by **vmware**



**Centrify**  
ZERO TRUST SECURITY

**CITRIX**

**crypto**vision

**digicert**

**Entrust  
Datacard**

**gemalto**  
a Thales company

**HID**

**IDEMIA**  
augmented identity

**intel** | Software  
Partner

 **Microsoft**

 **mobileiron**

**N CIPHER**

 **PrimeKey**

**SafeNet AT**

**verizon**

**yubico**


























| Professional

| Enterprise

| PIV

# MANAGEABLE STRONG AUTHENTICATION

MyID is available in three product lines, delivering the flexibility to fit the credential management demands of large scale deployments across millions of users through to small scale enterprise deployments of 500.

Capability	MyID Professional	MyID Enterprise	MyID PIV
Credential Management System, incorporating: <ul style="list-style-type: none"> <li>• Operator Desktop</li> <li>• Self-service application</li> <li>• Role-based access control to operations</li> <li>• Audit record creation and enquiry</li> <li>• Management information reports</li> <li>• Secure authentication to MyID</li> <li>• Cryptographic key management</li> <li>• HSM integration</li> <li>• Highly scalable server architecture</li> </ul>			
Tight integration with Microsoft Active Directory & Certificate Services, providing the ability to deploy PKI certificate-based authentication, signing and encryption using Windows Server Technologies			
Issuance and management of certificates on smart cards and USB tokens from leading device manufacturers including Gemalto, SafeNet, Yubico, Idemia, Giesecke & Devrient			
Self-service issuance processes and lifecycle management to reduce helpdesk costs			
Issue and manage certificates on mobile devices including MDM integration			
Issue and manage certificates on virtual smart cards, including; Intel and Microsoft			
Batch smart card personalization, card layout design and smart card printing			
Integration with a range of certificate authorities, including; Entrust, Digicert, PrimeKey, and Unicert			
Adaptable platform for complex environments providing integration APIs, SDKs and customization features			
Biometric capture and advanced enrolment processes			
Compliant with U.S. Federal Government Standards for Identity Verification (PIV, PIV-I and Derived Credentials)			



# FLEXIBILITY TO MEET EACH CUSTOMERS' NEEDS

As a partner reselling MyID, you will have full scope to choose the best software solution depending on each customers' needs.

## MyID Professional is for

- **>500 user deployments**
- **Mid-size enterprises**
- **Management of smart card and USB token deployments**
- Enterprises who want to protect their networks, systems and cloud-based resources with the most secure method of authenticating employees
- Enterprises who want a simple, pre-configured solution following best practice
- Enterprises who prefer a subscription-based solution with a low cost of entry
- Enterprises who wish to make best use of the Microsoft Windows architecture they have already invested in

## MyID Enterprise is for

- **000 to 000,000,000 user deployments**
- **Large enterprises and governments**
- **Management of smart card, USB token, mobile device and virtual smart card deployments**
- Large enterprises who want to protect their networks, systems and cloud-based resources with the most secure method of employee authentication
- Governments who wish to deploy PKI-based digital identities to citizens
- Governments who wish to digitally transform their citizen service delivery by embracing mobile
- Organizations wishing to deploy user credentials to a wide range of devices including smart cards, USB tokens, virtual smart cards and mobile.
- Organizations who want an easy to use solution for IT to issue and lifecycle manage user credentials, from thousands to millions of end users
- Organizations who need a system flexible enough to adapt to existing business processes and integrate with existing infrastructure
- Organizations who want to deliver seamless two-factor authentication for end users, across the technology they want to use

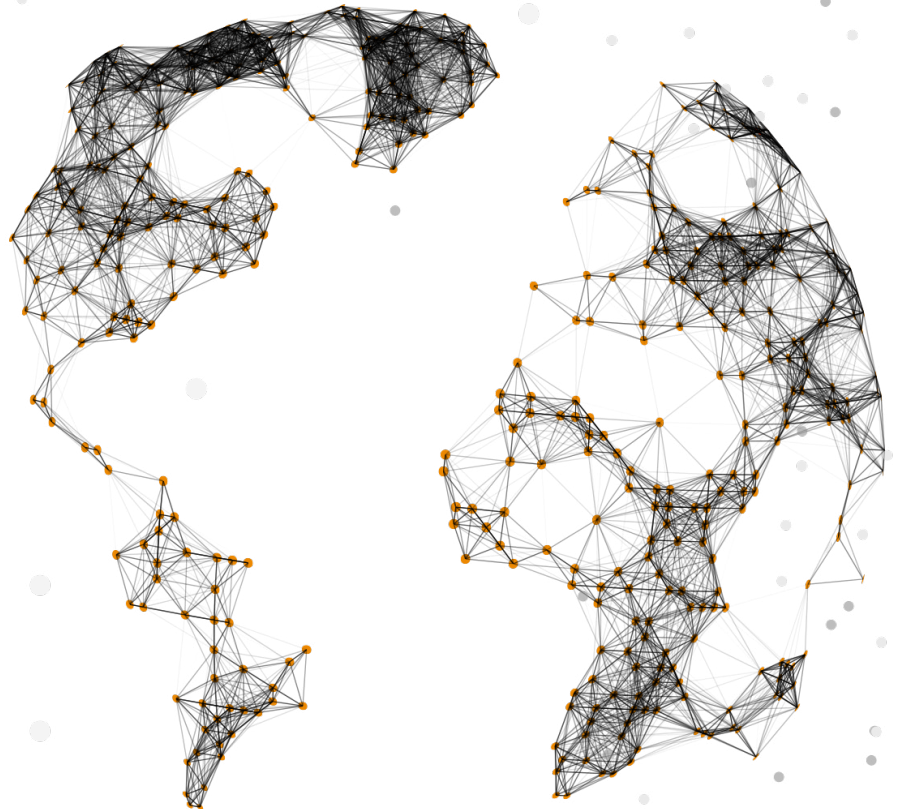
## MyID PIV is for

- **000 to 000,000,000 user deployments**
- **U.S. Federal Government agencies and FIPS 201 compliant organizations**
- **Management of smart card, USB token, mobile device and virtual smart card deployments**
- Federal agencies who want to protect their networks, systems and cloud-based resources with the most secure method of authenticating employees using strong two-factor authentication, meeting FIPS 201 PIV compliance
- Federal agencies who wish to issue mobile identities compliant with SP800-157 federal guidelines, including integration with mobile device management systems (MDMs)
- Organization working with US government who want to follow best practice security and be interoperable or compatible with PIV
- Organizations who want a flexible solution designed to work with existing business processes and integrate with existing infrastructure
- Organizations who want a proven secure solution, trusted worldwide for mission critical programs

## A PARTNER PROGRAM BUILT ON CONNECTIONS

Connect Partner  
Program members are  
part of a growing strong  
authentication ecosystem  
that is integrated and  
managed with MyID  
software.

Fundamental to the program  
is a robust sales and technical  
training introduction that  
ensure members' teams  
are knowledgeable on  
the software and how to  
sell it effectively. Partner  
engagement is rewarded  
through a tiered membership  
structure.





Partner Benefit	Silver	Gold	Platinum	Technology Alliance
Sales training	x	x	x	x
Core technical training (complimentary)	x	x	x	
Partner portal access	x	x	x	
Co-branded collateral		x	x	x
Intercede partner logo	x	x	x	x
Deal registration support	x	x	x	x
SBR - pricing	Eligible	Eligible	Eligible	
Pre sales support	x	x	x	x
Demo MyID software	x	x	x	x
Custom MyID demo facilities		x	x	x
Partner advisory board invitation (complimentary)			x	x
Customer advisory board invitation (complimentary)			x	x
Dedicated Partner Manager	x	x	x	x
Dedicated Sales Account Manager		x	x	
Field Marketing Manager			x	x
MyID Professional deployment support (first deployment only)	x	x	x	
MyID Enterprise / MyID PIV deployment support (first deployment only)	n/a	x	x	
Product road map session involvement			x	x
Joint marketing events		x	x	x
Partner discounts	x	x	x	
Listed on partner locator		x	x	
Listed in technoogy partner marketplace				x
Executive sponsor			x	x
Partner commitment	Silver	Gold	Platinum	Technology Alliance
Revenue target* (license sales value)	100k	250k	500k	n/a
Sales training certification	x	x	x	Optional
Core technical training certification	x(1)	x(2)	x(2)	Optional
Technical training specialization			Optional	Optional
Joint business development plan		x	x	
Joint marketing plan		x	x	x
Quarterly business review		x	x	x
Forecasting		x	x	
Website presence and joint press release		x	x	x

\*Revenue targets are set in GBP

# A PROGRAM DESIGNED FOR MUTUAL GROWTH

## Training

- Sales training is delivered by your Partner Manager, alongside Intercede Pre-Sales at on-boarding
- Technical training is delivered by Intercede Pre-Sales
- Core product technical training for partners is complimentary at on-boarding and at two-year intervals for refresher training as and when required
- Specialization training is available and priced by Intercede Professional Services in line with requirements

## Marketing

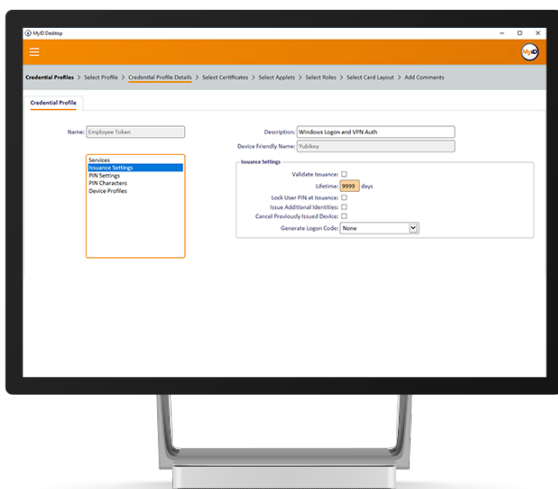
- Joint marketing funds are available to partners for co-marketing activity
- Funds are available on a request only basis or in line with joint marketing plans
- Joint marketing funds are accrued against license purchases only and the percentage of funds available depend on the tier status of a partner\*
- Co-branded marketing collateral, including; battlecards, joint messaging templates, case studies, white papers, press releases, videos, webinars and other marketing assets are available to partners via Intercede

## Sales Support

- Pricing discounts will be applied for all Connect Partner Program members. The percentage applied will depend on the member's tier, with partners at Platinum status rewarded with the largest discount.
- A proactive sales business plan is agreed between members and their partner manager to map out sales opportunities and required support to achieve agreed targets
- Priority support from Intercede pre-sales and up to 5% discount is available for deals approved through the Connect Partner Program deal registration process

## Support Materials

- Support materials, including product and technical literature, sales and marketing collateral will be provided as part of on-boarding
- All support materials and ongoing documentation updates can also be found on the Intercede Partner Portal
- Links to MyID product demo facilities will be provided during the on-boarding process
- Access to Intercede Technical Support can be found via [intercede.com](http://intercede.com)



# THE STEPS TO JOINING THE CONNECT PARTNER PROGRAM

1. Register as a reseller or technology partner by contacting Intercede via the contact form on [intercede.com/us/connect](https://intercede.com/us/connect) or emailing [partners@intercede.com](mailto:partners@intercede.com)
2. Complete a non-disclosure agreement, partner application, and partner agreement form
3. For reseller partners silver, gold or platinum status will be assessed in-line with commitments to reach either of the agreed levels
4. Introduction to your Partner Manager and MyID product and sales training will commence in-line with the Connect Partner Program on-boarding process
5. All new deals to be registered via the Intercede. Up to 5% additional discount of license value is available for deals that are approved via the deal registration process. A deal can only be registered by partners that are registered in the Connect Partner Program.

## Americas Partner Manager



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## EMEA and APAC Partner Manager



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[intercede.com/connect](https://intercede.com/connect)