



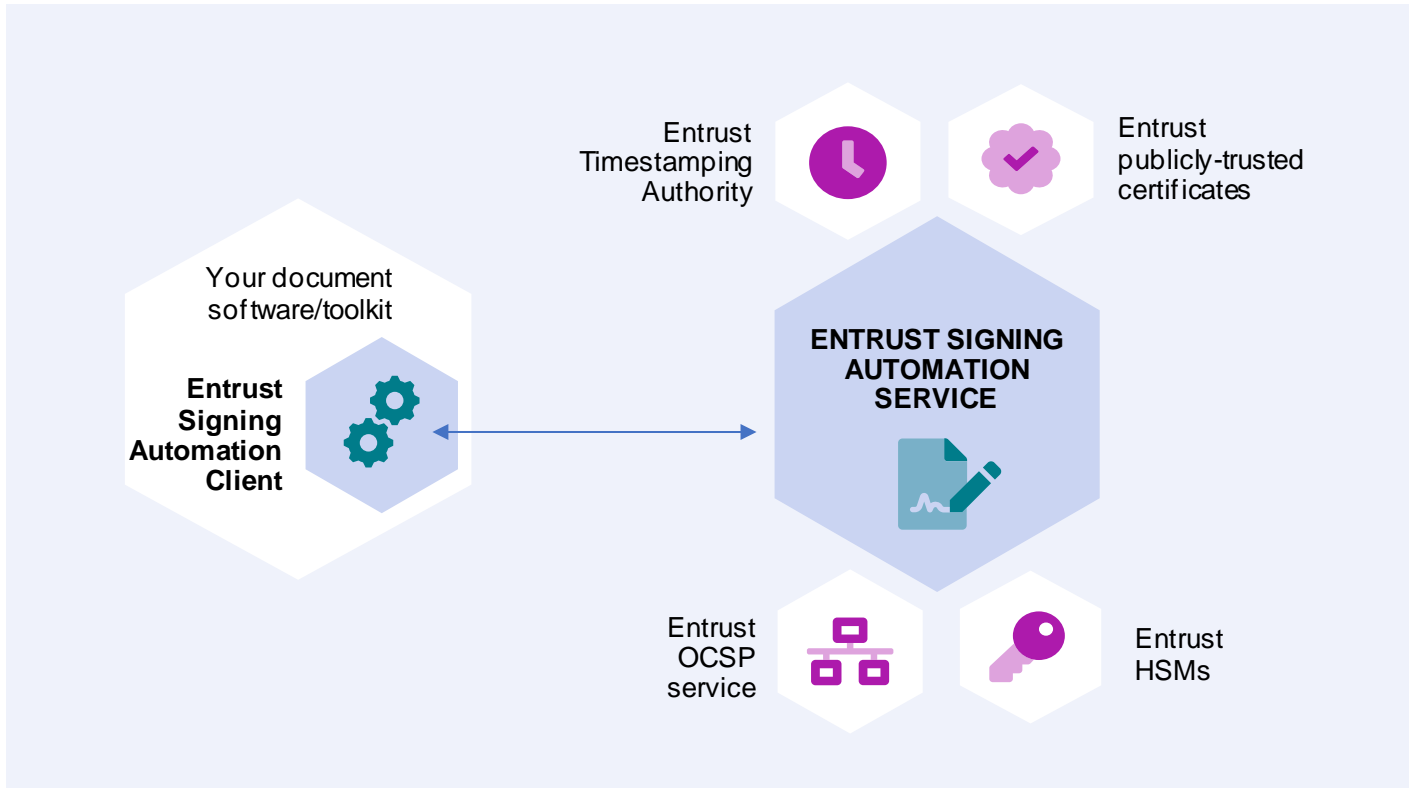
## Applications for Signing Automation Service Program Track

Switching away from paper-based documents and face-to-face processes is becoming a priority for businesses and institutions across the globe. This brings two specific challenges: creating electronic document issuance workflows but also ensuring that these documents will be as authentic and trusted as their paper versions. To ensure users/consumers/citizens can have access to these trusted electronic documents, Customers need to deploy an integrated solution that will automate the creation of electronic documents with embedded seals and timestamps.

Entrust helps electronic document generation and manipulation providers integrate with the Entrust Signing Automation Service to enable the creation of automatic solutions facilitating trusted electronic documents generation.

Organizations specializing in solutions for electronic document generation and manipulation who wish to securely and effectively seal and timestamp electronic documents can register for the Entrust Applications for Signing Automation Service Program Track to expand their competencies and grow market share.

Entrust integrates with the leading vendors for electronic document generation and manipulation solutions to allow organizations to deploy and leverage a high-performance solution that will seamlessly and automatically generate trusted electronic documents.



## The Applications for Signing Automation Service Program Track

The Applications for Signing Automation Service Program Track is part of the Entrust Technology Alliance Partner Program and is designed to allow partners to leverage the full functionality of the Entrust Signing Automation Service for integration with their applications.

The integration leverages the well-established PKCS #11 cryptographic standard.

Upon registration, partners are able to leverage the latest resources to build an integrated solution and also have access to Entrust's developer expertise to ensure optimal results.

The Applications for Signing Automation Service Program Track gives partners access to:

- The Entrust Signing Automation Service and all relevant resources
- Technical documentation
- An Entrust Ready validation test plan
- Beyond technical validation of the solution, Entrust will work with the partner to market the solution to prospective customers, in addition to other collaborative and promotional marketing activities offered as part of the Technology Alliance Partner Program. As a member of the Program Track, the Partner can use the Technology Alliance Program Partner trademark.

## Benefits of the Applications for Signing Automation Service Program Track

There are a number of clear benefits to partners and their customers for joining the Entrust Applications for Signing Automation Service Program Track. Partners will be able to:

- Enable customers to seamlessly seal and timestamp electronic documents using Entrust's infrastructure and public CA services
- Gain access to Entrust services, documentation, and support

## Program Track Obligations

The fee to be part of this program track is US\$5,000 annually. Additional fees may also apply for optional professional services as mentioned below.

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### Partner Commitments

**As a partner, by joining the Applications for Signing Automation Service Track you are committing to the following:**

- Use the resources provided by Entrust to develop an electronic document generation application and/or management solution that is integrated with the Entrust Signing Automation Service
- Provide Entrust with the equipment and tools necessary to troubleshoot and support the integration
- Complete and submit for approval the following:
  - Technical Integration Guide (TIG)
  - Test Result
  - FAQ
  - Mutually agreed go-to-market strategy and basic documentation. The go-to-market strategy will include at minimum:
    - The promotion of the partnership and solution on both the partner and Entrust websites
    - Marketing collateral describing the value of the integration
    - Press release and/or blog article announcing the solution and the participation in the program track

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### Entrust Commitments

**In support of the Applications for Signing Automation Service Track, Entrust is committed to:**

- Giving access to a hosted test environment
- Providing all the technical tools necessary to complete the integration, including:
  - A full set of documentation to support the integration (included)
  - Provide for-fee training and technical support options in support of the integration
    - As defined support for development and test environment issues (included in the fee to enter program track)
- Reviewing the submitted required documentation and test results for approval of the solution

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### Joint Commitments

**Entrust and partner jointly commit to:**

- Promote the joint solution in accordance with the defined go-to-market strategy
- Review the solution at least every six months for enhancements, roadmap, business review, or go-to-market activities
- Update the solution for each major release (at least one update a year if required)

Subject to completion of the required documentation and approval of the solution by Entrust, the partner will be allowed to:

- Use the Entrust Ready trademark

## Summary of the Elements Provided

Stage	Resources/Tasks	Provided by	
		Entrust	Partner
Integration	Hosted test environment	√	√
	Integration documentation	√	
	Test plan for validation (Entrust Ready)	√	
	Integration approval (Entrust Ready)	√	
	Integration development		√
	Completed test plan submission		√
	Technology Integration Guide completion		√
	Partner to provide Entrust with NFR product for Entrust R&D and Support purposes		√
Sales and Marketing	Co-approved go-to-market strategy	√	√
	Integration overview slides with notes		√
	Press release or blog article	√	√
	Promotion on website	√	√
	Training of direct sales teams and channel partners	√	√
Ongoing	Update solution with each major release or as mutually agreed	√	√
	Business and solution review (at minimum every 6 months)	√	√

