



KEYSCALER READY PARTNER PROGRAM



Technology Partnerships for Secure by Design Partners

At Device Authority, partners are essential to the growth and success of our company. Therefore, we have put together a partner program that provides you with an opportunity to share in our success, based on a program that is centred on providing you with the right tools, support, and optional financial rewards.

Device Authority's KeyScaler Ready program is designed to enable Security Lifecycle Management and IoT Security automation for a whole range of partners, whether you are a Microcontroller vendor, Gateway provider or something else, together we can help drive security automation in IoT.

Our KeyScaler Ready program will:

- Enable us to test out combined solutions working together with KeyScaler
- Jointly provide SDKs on how to use combined offering
- Enable evaluation access to KeyScaler KSaaS for trial purposes
- Create joint collateral to help co promote solutions
- Formalize our collaboration with a light touch co-marketing agreement
- Seed the market with KeyScaler ready technology – making design easier for customers
- Enables quicker time to market for end customers requiring security lifecycle management in your product
- Drive new opportunities and revenue



Partner Benefits

Marketing	Sales Enablement	Technical Enablement
KeyScaler Ready Logo	Sales Tools	Evaluation Software
Webinar	Sales Training	Technical Training
Case Studies	Joint Value Proposition Presentation	Demo Environment
Collateral	Lead Referrals	
Website & Social Media		
Events		

Commercials

We offer a lightweight co-market agreement to enable easy marketing and co-sharing of materials. To formalise a joint go-to-market plan we can support a number of commercial models. For more information, please contact us.

Partner Technical Support

We will provide support to our partners via email and web submission. If a request is logged outside of working hours it is responded to the next business day.

Additional Partner Technical Services will include training, remote deployment support, professional services and implementation planning, online documentation and support case management.

Why Partner with Device Authority?

Device Authority has an industry leading IoT IAM security automation platform which delivers scalable security for the IoT ecosystem. We enable adoption and migration for evolving IoT security standards and communication protocols.

We have recently been recognised by several leading analysts and are delighted to have reputable large organisations using our technology today to solve their IoT security challenges.

We believe having a strong network of Partners leads to success in securing the IoT globally. We offer long-term, cooperative relationships with all of our Partners, including joint engagement in marketing and sales, ultimately sharing our profitable successes. For more information on the Device Authority Partner Program, please contact: info@deviceauthority.com



Seamless end-to-end Security for every IoT Ecosystem

Device Authority is a global leader in identity and access management (IAM) for the Internet of Things (IoT) and focuses on medical/healthcare, industrial, automotive and smart connected devices. Our KeyScaler platform provides trust for IoT devices and the IoT ecosystem to address the challenges of securing the Internet of Things. KeyScaler uses breakthrough technology, including Dynamic Device Key Generation (DDKG) and PKI Signature+ that delivers simplicity and trust to IoT devices. This solution delivers automated device provisioning, authentication, credential management, policy-based end-to-end data security/encryption and secure updates.

With offices in San Ramon, California, and Reading, UK, Device Authority partners with the leading IoT ecosystem providers, including AWS, DigiCert, Entrust, HID Global, Microsoft, PTC, Thales, Venafi, Wipro and more.

Keep updated by visiting www.deviceauthority.com, following @DeviceAuthority on Twitter and subscribing to our BrightTALK channel.



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