

## Resell GlobalSign SSL Certificates

Your customers are buying SSL Certificates. 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 sell them. The GlobalSign SSL Reseller Program is designed for web hosts, ISPs, domain registrars, web designers, integrators and VARs who want to integrate SSL Certificates into their own product range to maximise the SSL reselling 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

**Verio - Kiyoshi Maeda**  
**President and CEO**

*“GlobalSign brings 10 years of experience in the security sector... With GlobalSign, Verio will offer more options, increased security and attractive pricing to both our customers and our partners.”*

**Webfusion - Thomas Vollrath**  
**Managing Director**

*“We have partnered with GlobalSign to offer the most feature packed and cost effective SSL security options to our customers. Given how security conscious online shoppers have become, businesses must now provide the reassurance that helps convert visitors into paying customers.”*

**Networking4all B.V. - Paul van Brouwershaven, Director**

*“As a leading supplier of SSL Certificates in the Benelux countries Networking4all wants to be able to offer customers a comprehensive range of strong and fully featured SSL Certificates. Supplying the GlobalSign SSL Certificate range enables us to do exactly this, providing an all round enhanced customer experience.”*

The group that acquired GlobalSign in 2006 have managed 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 maximise sales or help differentiate hosting product portfolios.



### All SSL Resellers Receive:

- A free SSL Certificate for your own site
- Discounted pricing, high margins
- Pay As You Go, invoicing or bulk payment options
- Web based management tool and APIs
- Marketing, campaign and press resources
- Free sales and technical training
- Official Partner seals
- Dedicated account manager
- Telephone, email and web technical support
- Multi-language assistance
- Ability to sign-up own SSL sub-resellers

### Platinum Partners Also Receive:

- Innovative delivery platforms like One-Click SSL
- Co-branded marketing materials
- Option to roll out co-branded SSL site seals
- Placement on strategic partners page
- Product and feature development priority
- Quarterly ROI review

### Partner Certificate Center Features





- Scalable, flexible SaaS web control panel (GCC)
- Range of APIs - (Simple Ajax API to full XML API)
- Access to all SSL Certificate types
- Simplified management of customer's SSL Certificates (issue, reissue & renew)
- AutoCSR option - eliminates need for CSRs from customer
- Cert-Invite function to “push” application to customer
- Sign-up SSL sub-resellers, set their SSL pricing
- Billing management, incl. PDF invoice generation

### SSL Certificate Features

- Domain Validated, Organisation Validated or Extended Validation SSL available through same account
- Trusted by all browsers, applications and mobile devices
- Future proof - issued from 2048 SHA-1 root CA Certificate
- 128 bit minimum SSL strength (free SGC security in every certificate)
- Supports Wildcard SSL, SANs (Subject Alternative Names), Intranet names / hostnames, IP addresses
- Secures both www and non-www with single certificate
- 3 for the price of 1 server licensing promotion
- Clickable site seal
- \$10k-\$250k underwritten warranty
- Free installation healthcheck
- Worry free 7 day refund
- WebTrust compliant since 2002

## Program Levels:

Whatever your size or customer base, the GlobalSign Partner Program is designed to suit you. We offer a set of four partnership levels including Authorized Partner, Silver Partner, Gold Partner and Platinum Partner, each enabling you to benefit from a wide range of features:

	Authorized	Silver	Gold	Platinum
<b>Sales</b>				
Dedicated Account Manager	•	•	•	•
Sales Training Documentation	•	•	•	•
Discounted Pricing	•	•	•	•
Strategic Discounted Pricing				•
Virtual Sales Training				•
Monthly Renewal Reports			•	•
Quarterly ROI Review				•
<b>Marketing</b>				
Dedicated Marketing Contact		•	•	•
Readiness Check	•	•	•	•
Canned HTML Templates	•	•	•	•
Campaign and Advertising Creatives	•	•	•	•
Partner Logo				
Partner Press Release		•	•	•
Listing on GlobalSign Website*			•	•
Quarterly Marketing Updates				•
<b>Integration</b>				
GlobalSign Certificate Center (GCC)	•	•	•	•
Simple API (Ajax SAPI)	•	•	•	•
Full XML API			•	•
Phone and Email Support	•	•	•	•
Access to Staging Systems				•
<b>End customer support</b>				
Phone and Email Support	•	•	•	•
License to publish Support Knowledgebase	•	•	•	•
Training to provide Tier 1 and 2 Support directly				•
<b>Product Development</b>				
Product Roadmaps				•
Feature Development Priority				•
Beta Program/New Product Access				•

\*Listing is at GlobalSign's discretion and available for partners reselling GlobalSign SSL products only

## Learn More

For more details about joining the GlobalSign Partner Channel and reselling SSL Certificates, contact us today or email our Partner Channel at [sales@globalsign.com](mailto:sales@globalsign.com).