



UBISECURE PARTNER PROGRAM **PARTNER HANDBOOK**

Version 1.1 Q2 2019



Connecting Identity.
Transforming Digital Business.

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1 INTRODUCTION

Thank you for downloading the Ubisecure Partner Program handbook – an essential partner program asset for all prospective as well as existing Ubisecure partners.

We have published this partner handbook as a basic guide on how working with Ubisecure makes our Partners successful. We maintain a partner-first market approach, meaning that we prefer to drive our business through our partner network rather than operate direct sales teams competing with our partners. This opens-up many creative opportunities for co-marketing, lead generation and other account-based marketing value add functions other IAM software developers (with direct strategies) will find it hard to emulate.

As a System Integrator, reseller or consultant providing sales expertise, services delivery, software deployment, solution planning, education, technical implementation and/or support of Ubisecure Identity Platform solutions, being a Ubisecure Partner is right for you. The Ubisecure Partner Program is designed to help you grow your business while focusing on your role as a trusted solutions advisor and integrator to your customers.

You are joining good company. Ubisecure has been designing and deploying Identity Platform, Identity APIs and Customer IAM solutions since 2002. The company's longevity in the market has resulted in unparalleled experience in understanding customer identity opportunities (and challenges) as well as unmatched experience in shaping and implementing the many European digital identity standards that, when implemented effectively, can make a huge impact to customer experience and operational efficiency.

The Identity Platform averages 100k users per deployment, and the largest deployment sees it manage 10m users on a single instance. Because it has been designed to support large scale Customers IAM requirements since inception, it's proven, robust and designed to scale for all projects.

This document is very much a live document, and as our expansion across Europe gathers momentum, we will be updating frequently with additional information and partner feedback. Updates will be sent to all existing partners and the latest version of this document can be found in the Developer / Partner Portal.

2 THE CUSTOMER IDENTITY MANAGEMENT OPPORTUNITY

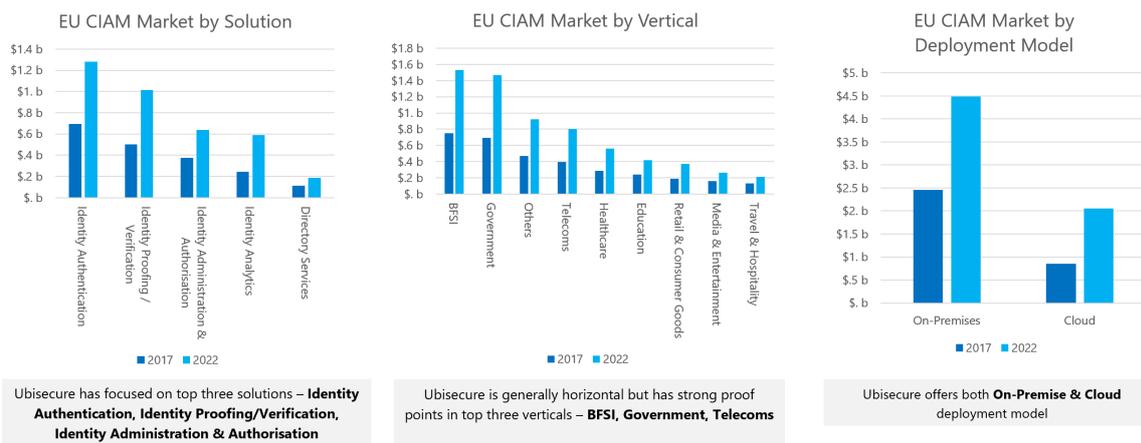
Customer identity management, often labelled as Customer IAM (CIAM), refers to the set of identity management solutions that help organisations to capture, validate, and authenticate b2b or b2c customer identities to deliver enhanced customer experience, privacy, security, and operational efficiency. It leverages customer identities to overcome the challenges beyond the scope of legacy enterprise IAM solutions. Customer IAM includes solutions such as directories, identity verification, identity authentication, identity analytics, and identity authorization.

Customer IAM is recognized by Analysts as a key growth market. According to Analysts from Markets&Markets in the “CIAM Market – Global Forecast to 2022 report”, the global CIAM market is worth \$14b today and is expected to grow to \$32b by 2022.

EUROPEAN MARKET

Ubisecure is unique in that the company is an EU focused CIAM solution provider with a strong emphasis on servicing clients through identity management APIs. The company was established in Finland in 2002 and has been a pioneer in developing technology, contributing to and supporting identity standards and deploying CIAM solutions in Europe. One of the company’s differentiators is its expertise and experience within the EU identity ecosystem, and because the company is based in Europe, the physical availability of sales engineers, product managers and expert staff for European partners and customers.

The EU CIAM opportunity represents approximately 23%¹ of the current global market, growing at 15% CAGR from \$3.3b to \$6.5b. The EU market is split between Solutions and Services (managed services, professional services comprising consulting, training, support and maintenance). Ubisecure operates firmly in the Solutions market and provides limited services to the Services market. Ubisecure Partners operate in the Services market, some 40% of the total addressable EU market.



Data Source: MarketsAndMarkets 2017 Customer IAM report

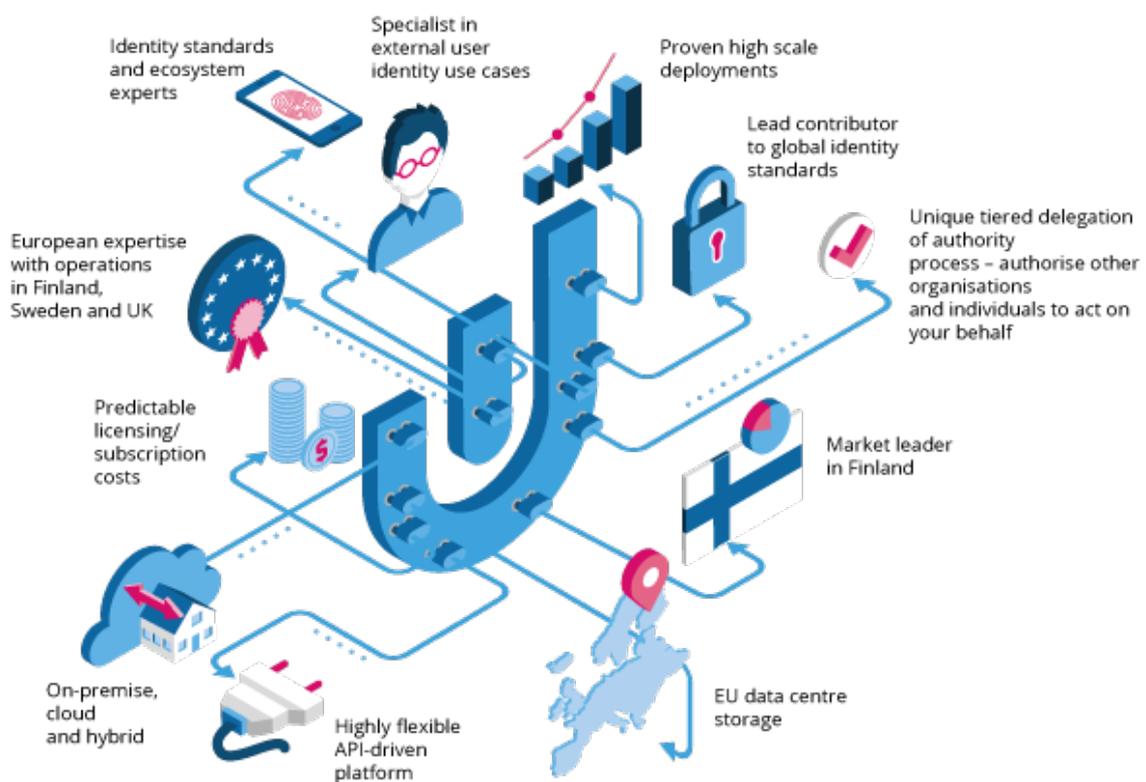
¹ Markets&Markets CIAM Market – Global Forecast to 2022 report

3 WHY UBISECURE

Ubisecure has been helping organisations implement effective digital identity management solutions since 2002. Founded in Helsinki, Finland and now with offices in the UK, Sweden and Germany our goal has always been to simplify the complex identity and security challenges faced in today's digital environment.

The Nordics have long embraced the advantages of digital identity in both public and private sectors and Ubisecure's identity services are now in use in 20+ Nordic government organisations and many more private companies. Through our engagement in defining both public and private sector requirements, and through our success in delivering solutions via our Identity Platform, Ubisecure has built considerable expertise in the field of large-scale deployment and usage of digital identities.

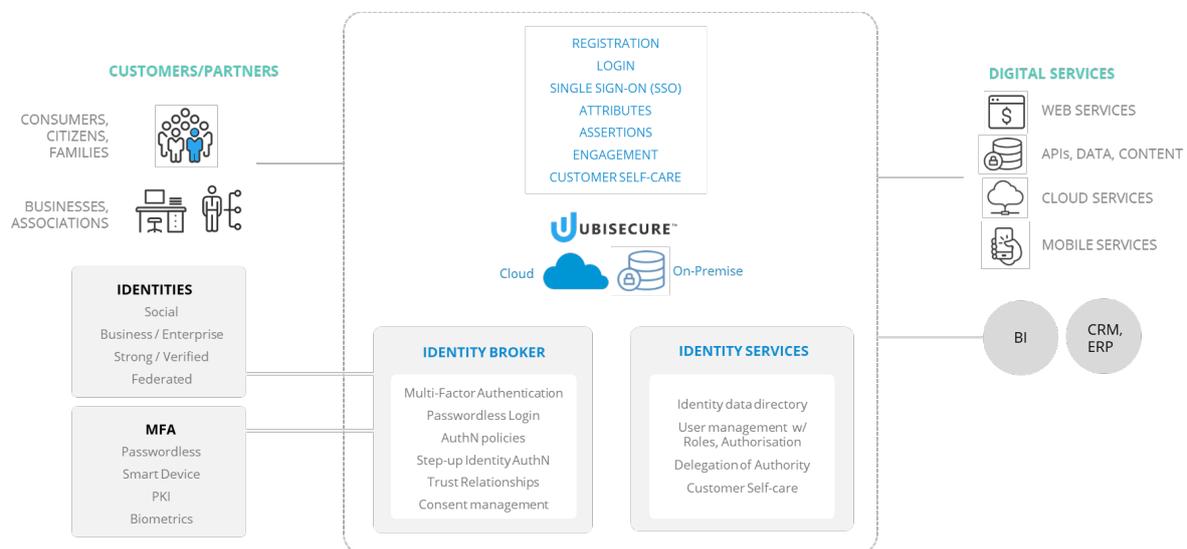
Ubisecure has a vision to simplify the automation of interactions through the precise understanding of the three key identity domains; individuals, organisations and things at varying strengths of authentication and levels of assurance and as a result supports dozens of digital identity use cases.



4 UBISECURE IDENTITY PLATFORM

This document is not intended to provide in depth product information. However, from a top-level perspective, the Ubisecure Identity Platform is a powerful solution to connect customer digital identities with customer-facing SaaS and enterprise applications in the cloud and on-premise. The platform consists of productised Identity APIs and tooling to help connect and enrich strong identity profiles; manage identity usage, authorisation and progressive authentication policies; secure and consolidate identity, privacy and consent data; and streamline identity-based workflows and decision delegations.

Uniquely, Ubisecure’s Identity Platform connects digital services and Identity Providers, such as social networks, mobile networks, banks and Governments, to allow Service Providers to use rich, verified identities to create frictionless login, registration and customer engagement while improving privacy and consent around personal data sharing to meet requirements such as GDPR and PSD2.



The Ubisecure Identity Platform is designed for complex, high scale customer use cases and supports most social IDs, business/professional IDs, as well as strong externally federated IDs.

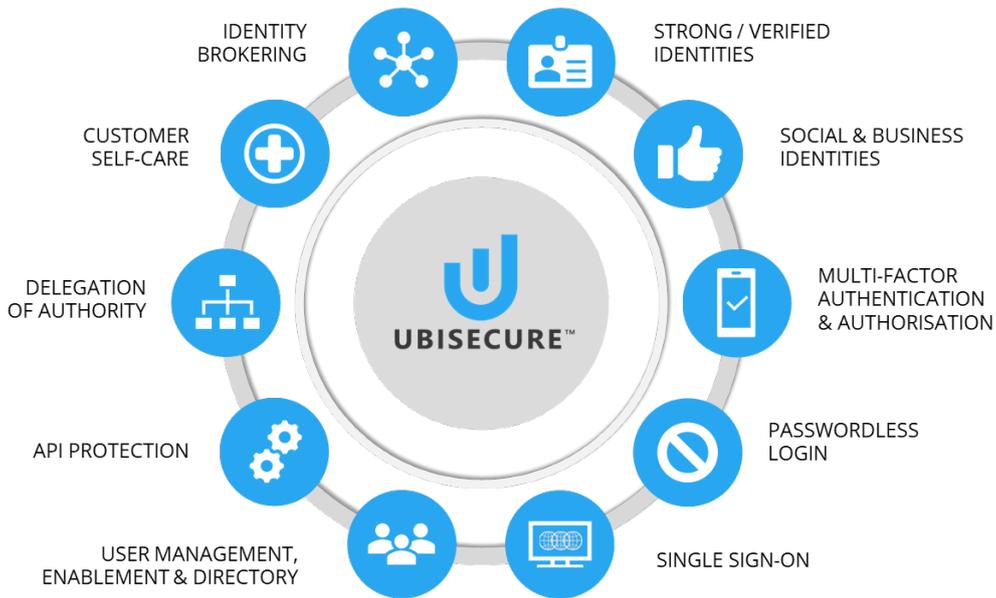
Typically, Ubisecure provides easy to deploy Customer IAM & Identity APIs, optimised for large scale b2b and b2c scenarios, that offers:

- **Easy integration** – complete Identity APIs and Toolkits
- **Fully productised** – developers can focus on building their applications
- **Rapidly deployable** – reduces application time to market
- **Proven, security best practices** – eliminates identity data exposure risk

Enterprises using the Identity Platform unlock the benefits of effective and secure identity management, including the reduction of customer friction, increasing engagement, reducing care costs and enabling new business models through digitalisation initiatives.

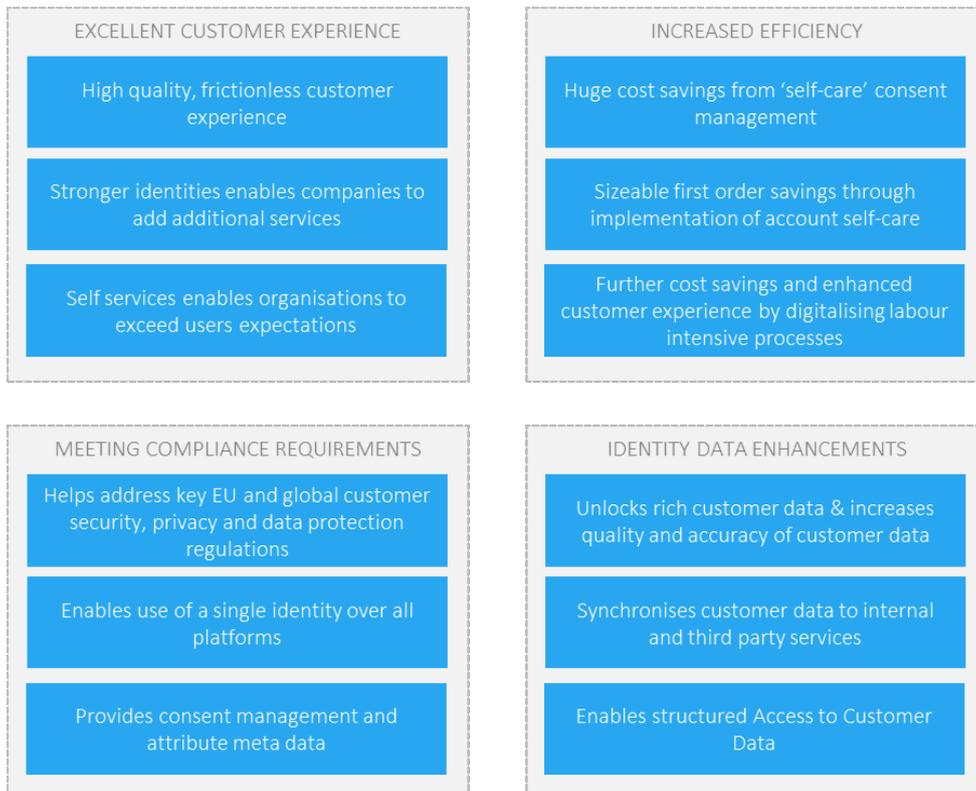
COMMON USE CASES

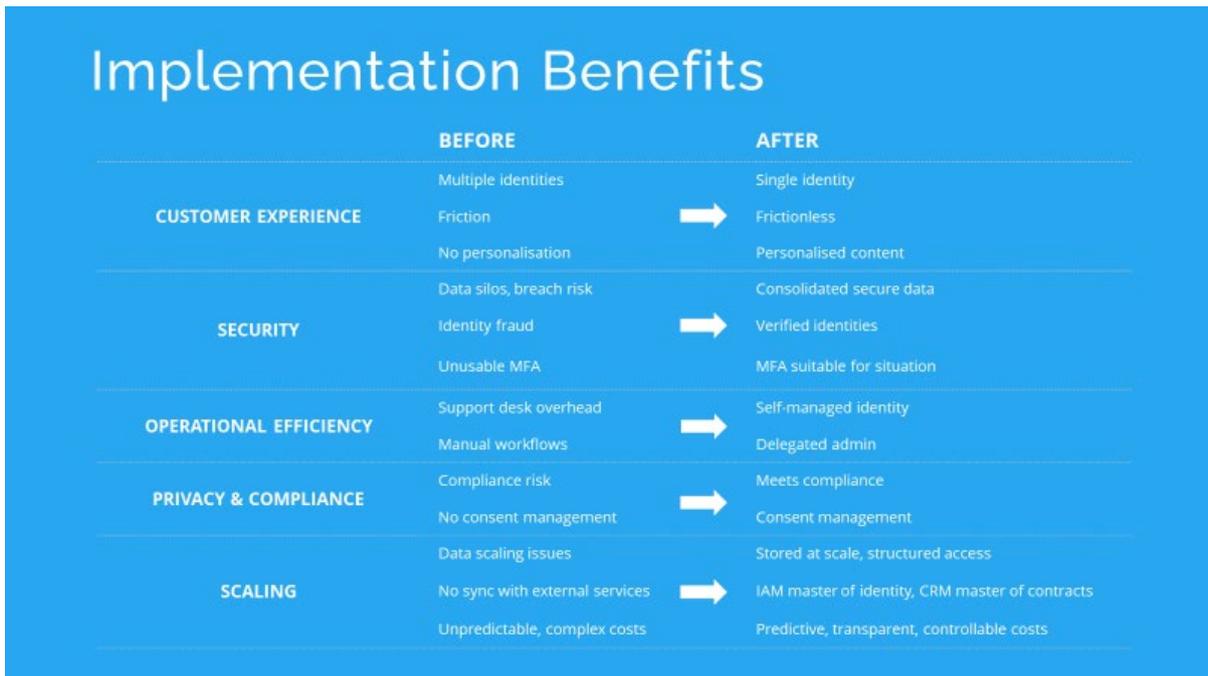
The Ubisecure Identity Platform is extremely versatile and able to meet many business use cases. To aid Partners we have summarised a sample of the more frequently implemented use cases:



Comprehensive implementation details and case studies of the most common use cases are available to Partners on request and as part of the onboarding and ongoing training program.

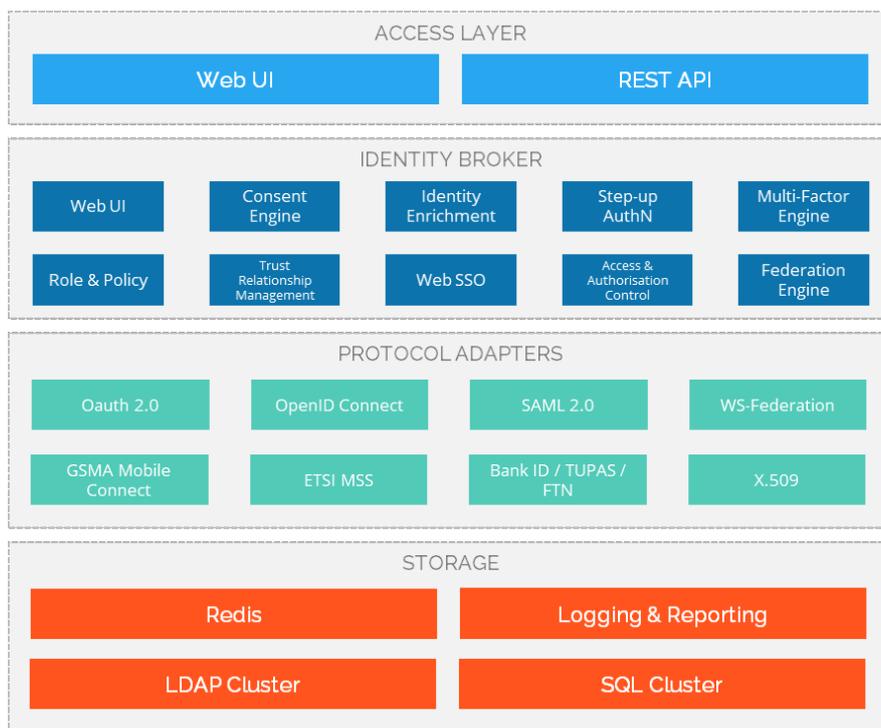
KEY BENEFITS OF THE UBISECURE IDENTITY PLATFORM





TECHNOLOGY ARCHITECTURE

The Ubisecure Identity Platform is a world class Identity API first platform that can be deployed on-premise or in the cloud. It is underpinned by a robust, scalable technology architecture with 15+ years of operational evolution, refinement and optimization.



UBISECURE VALUE PROPOSITION

API first approach

- Ubisecure Identity APIs become deeply embedded in large scale solutions to form critical identity part in the API driven economy. Approach supports 3rd party analytics, AI and other technologies to avoid data silos and lock-in.

On-premise / cloud / hybrid

- All deployment methods supported and data location agnostic to suit use case and local regulation.

Identity Broker

- Supports dozens of 3rd party identities (social, professional, banks, mobile) to simplify registration, login.

Consent Management Engine

- Privacy/consent control for GDPR compliance. "Without Customer IAM it will be impossible to meet GDPR compliance."²

Customer IAM focus and mature architecture

- Laser focused, not targeting the crowded Enterprise IAM market and designed for large scale b2b and b2c use cases.
- 15+ years of operational evolution, refinement and optimization.

Longevity in identity ecosystem

- 15+ years of local EU regulation and EU identity ecosystem and standards expertise.
- Complexity of EU identity ecosystem and regulation provides barriers to entry for new competition.

Subscription Licensing

- Ubisecure offers subscription based licensing for Cloud deployments as well as subscription or perpetual licensing for on-premise.

Partner-Centric Model

- Delivers excellent ROI on deployments and fuels repeat and incremental business.

² Ubisecure Customer & Partner Survey - <https://www.ubisecure.com/about/resources/ubisecure-ciam-survey-2017/>

Customer IAM vs Enterprise IAM

Customer IAM must:

1. Scale to customer (millions), not employee (thousands) levels through both architecture and self-service model (no impact to IT support desk)
2. Provide a frictionless and consistent user experience - users can't be forced to learn like employees
3. Operate as an bi-directional extension to the CRM
4. Support consumer privacy needs like GDPR, PSD2

EXAMPLE FUNCTIONALITY

INVITE USERS

FLEXIBLE REGISTRATION FLOWS

SELF-SERVICE FUNCTIONS

PASSWORD RESET

BRANDED LOGIN AND BRING YOUR OWN ID

AUTHORIZATION / MANDATES

FUNCTIONALITY SUMMARY

Impact Area	Technical Feature	
Customer Experience	 	Simplified or automated customer registration conversion and improved retention
		Single Sign-On (SSO) across all connected services
		Federation and business networks
		Social login and Bring Your Own Identity for quick
		Omni-channel experience
		Branding support
		Consistent user experience support
Regulation		Consent Engine for collection, management and revocation of identity data for GDPR
		Centralised access, modification / review, transfer and deletion of PII
		Centralised policies for control of identity attribute release
		Strong Customer Authentication
Operational Efficiency	 	Tiered delegated administration – allow customers to manage their users themselves
		Empowering your customer through self-service identity management <ul style="list-style-type: none"> Identity profile and consent management Self-cleansing of CRM data Data verification policy and rules Authentication method management
	 	Tiered delegated administration – allow customers to manage their users themselves
		CRM integration/linking – IAM database master of identities, CRM master of contract information
		APIs & application integration
		Extensive SSO support for existing cloud applications
		Scalable storage of identity / data (CustomerID)
		Out of the box and customisable workflows
		Streamlined reporting and support for 3rd party Business Intelligence integration
		Provisioning through any ESB

Security & Privacy	Differentiator	Identity Broker Engine – aggregate attributes from various sources
	Differentiator	On-premise capability in EU
	CIAM Focused	Multi-factor authentication (MFA)
	CIAM Focused	Step-up identity sources and step-up MFA
		Password policy & recovery/reset
		The basic credentials (e-mail, phone number) verification
		Centralised authorization policy management
		Flexible authorisation policies per service
		Role based access control and attribute based access control
		Consent Management Engine
		Extensive standards support
		Privacy by Design
	CIAM Focused	Pseudo-anonymization for user protection

INDUSTRY GROUP ACTIVITY

	Organisation	Contributions & Involvement Areas
	<p>ietf.org</p>	<ul style="list-style-type: none"> • OAuth 2.0 • Token Binding
	<p>Kantara Initiative</p>	<ul style="list-style-type: none"> • Consent & Information Sharing Work Group (CISWG) • eGovernment Working Group (Co-chair) • Following actively other groups (FIWG, IDoT etc)
	<p>GSMA Mobile Connect Vendor Forum</p>	<ul style="list-style-type: none"> • Mobile Connect Accelerator Program
	<p>OpenID Foundation</p>	<ul style="list-style-type: none"> • OpenID Connect • MODRNA WG - OpenID Connect profile for MNOs; Mobile Connect server-initiated authentication, transaction authorization, and account migration • FAPI (Open Banking UK)
	<p>Open Identity Exchange</p>	<ul style="list-style-type: none"> • Group attendance and participation
	<p>W3c.org</p>	<ul style="list-style-type: none"> • Web Authentication (FIDO)
	<p>Finnish Trust Network Steering Group & SSO Subgroup</p>	<ul style="list-style-type: none"> • Group attendance and participation
	<p>Finnish Information Security Cluster</p>	<ul style="list-style-type: none"> • Group attendance and participation
	<p>Finnish Industrial Internet Forum</p>	<ul style="list-style-type: none"> • Group attendance and participation
	<p>MyData Alliance</p>	<ul style="list-style-type: none"> • Group attendance and participation
	<p>Global LEI Foundation</p>	<ul style="list-style-type: none"> • Ubisecure is an accredited issuer of Legal Entity Identifiers

5 PARTNER LEVELS

Ubisecure work with the identity ecosystem's most innovative, skilled, and respected specialists to solve our customer's identity related issues and meet project requirements. Ubisecure works actively with Partners to achieve commercial and technical goals. The Partner Program is built around the following set of principles:

- The partner company is recognised as a key player in its field.
- There are mutual benefits from the Partnership.
- The partner company has recognised and proven business digitalisation competence and expertise.

To meet the principles, Ubisecure supports three levels of Partner category:



Partner has Digitalisation, Identity Management, API, Customer IAM competence (certified through the IAM Academy) that allows it to provide recommendations, specifications, deliver and implement Identity Management solutions based on Ubisecure's products and services

Partner offers products or services with integrations using Ubisecure technology



As per Certified Partners but restricted to key strategic Ubisecure partners



Partner and Ubisecure collaborate to develop enhanced value products and take to market through co-marketing, co-selling or reselling

Partners will be provided with the appropriate partner badge by their dedicated Partner Manager, or by their marketing sponsor. For questions contact marketing@ubisecure.com.

PROGRAM BENEFITS

		Certified Partner	Certified Platinum Partner	Technology Partner
Commercial	Dedicated Partner Manager	X	X	X
	Executive Sponsorship of Partnership		X	X
	Partner discounts / bonus program	X	X	
	Executive Quarterly Technical Partnership Activity	X	X	X
	Attendance at release demo events	X	X	
	Free IAM Academy attendance	X	X	X
	Supported commercial & technical engagement on Opportunities	X	X	X
	Access to Pilot program for qualifying opportunities		X	
	Templates for Product selection & qualification questions	X	X	
	Templates for RFP responses	X	X	
	Offer/Proposal Templates	X	X	
	Executive Quarterly Sales and Marketing Meetup		X	X
	Executive Quarterly Leadership Meetup		X	X
	Ownership of Support & Maintenance		X	
Marketing	Direct opportunity demand generation / lead sharing		X	
	Access to marketing resources & collateral library	X	X	X
	Opportunity registration benefits – lead fencing and additional discounts		X	X
	License to use Ubisecure branding	X	X	X
	Partner Newsletter	X	X	X
	Co-authored blogs & syndication of partner blog	X	X	X
	Co-authored white papers, case studies, success stories	X	X	X
	Co-authored press releases & editorial	X	X	X
	Co-presented Webinars & speaking engagements	X	X	X
	Joint presence at Events, joint lead-gen programs	X	X	X
	Partner Logo & Certificate	X	X	X
Technical	Technical Product Documentation	X	X	X
	Demos and examples (generic)	X	X	
	Demos and examples (live, Webex, customer specific)	X	X	
	Access to Developer portal & extranet	X	X	X
	Access to Demo environments		X	X

PROGRAM REQUIREMENTS

Participation at each partner level is subject to meeting all mandatory training and accreditation requirements, and achieving agreed business plan activities and joint revenue targets during each one (1) year term of the partner agreement.

	Certified Partners & Certified Platinum Partner	Technology Partner
Agreed Business Plan & Joint Revenue Targets	Yes	Optional
IAM Academy Graduates	Minimum 2	Optional
Quarterly Business Reviews	Yes	Yes
Implementation, Vision & Guidance, Technology Leadership	<ul style="list-style-type: none"> • The Partner is recognized as a key player in its field. • The Partner has recognized and proven digitalization and IAM competence and expertise • The Partner has competence that allows it to consult, provide guidance, deliver and implement IAM solutions based on Ubisecure's IAM products and services. • The Partner wants to stay up-to-date with IAM market and Ubisecure products and services and therefore benefits from the information and the content provided as part of the Partner Program • The Partner has competence that allows it to provide and deliver 1st level support services for Ubisecure's IAM products and services. • The Partner has proven competence by receiving an IAM Academy certification 	<ul style="list-style-type: none"> • The Partner is recognized as a key player in its field. • The Technology partner company and Ubisecure have implemented and provide the products to market through co-marketing, co-selling or reselling

USE OF UBISECURE TRADEMARKS & BRANDING

Partners are provided with a Partner badge to display on website, email signature, event collateral etc. Partners may also use Ubisecure trademarks to promote Ubisecure products and services. Partners must adhere to the Ubisecure Brand Guidelines which can be found in the Partner Portal or the About Us section of the www.ubisecure.com website. If in doubt, always contact marketing@ubisecure.com for marketing support.

6 PARTNER ENGAGEMENT MODEL & BUSINESS PLANNING

The Partner Program enables our partners to build an attractive revenue stream from our partner-first market approach. This means we primarily engage indirectly to avoid direct channel conflict in opportunities.

Ubisecure's partner-first model means that Partners are enabled to resell Ubisecure licenses & subscriptions in addition to their own services. The partner typically contracts directly with the customer at prices determined by the Partner. Ubisecure provides partners with discounts or commissions negotiated as part of the Partner Agreement. Partners should stay within agreed discount levels or pre-approved discounts, however if non-standard discounts are required to successfully win business, the partner should contact their Partner Manager to collaborate on possible options.

New Partners are provided with additional support and assistance in setting up the practices and processes set out in this handbook and ensuring the necessary competence exists within the organisation. Partners also benefit from Ubisecure sales assistance in building initial pipeline. The engagement model typically follows a standard division of duty and responsibility:

	Partner	Ubisecure
Prospecting Lead-gen, opportunity nurture	X	Initially in new territories, ongoing opportunity discovery for Certified Partners
Response to RFI, RFQ	X	
Sales Support for Partner		X
Management of Sales Process	X	
Platform product development		X
Product definitions and documentation		X
IAM and product training for Partner		X
Delivery contracts	X	
Delivery projects	X	
Solution specification	X	
System Integration (AuthN, e-services, backend)	X	
Tier-1 Support	X	
Tier-2 Support & Tier-3 Support		X
Online support content		X

SALES PROCESS

Stage 1: Marketing Ready Leads

- Joint marketing efforts, lead nurturing processes
- Webinars etc
- Mailing, Blogs, Social, Press releases, Events, etc
- Outbound calling campaigns (setting meetings) – selectively / regionally available

Stage 2: Sales Ready Leads

- F2f meetings, conference calls, online meeting with Customers arranged by Partner and supported by Ubisecure

Stage 3: Opportunities

- F2f meetings, conference calls, online meeting with Customers arranged by Partner and supported by Ubisecure
- Sales support by Ubisecure (Ubisecure Sales Engineering team)
- Online Sales support by Ubisecure (Ubisecure Sales team; Ubisecure Sales Engineering team)

Stage 4: Proposals

- Preparing and submission of proposals to Customers by Partner
- Sales support by Ubisecure (Ubisecure Sales Engineering team)
- Online Sales support by Ubisecure (Ubisecure Sales team; Ubisecure Sales Engineering team)

Stage 5: Contract Process

- Define and execute Agreements

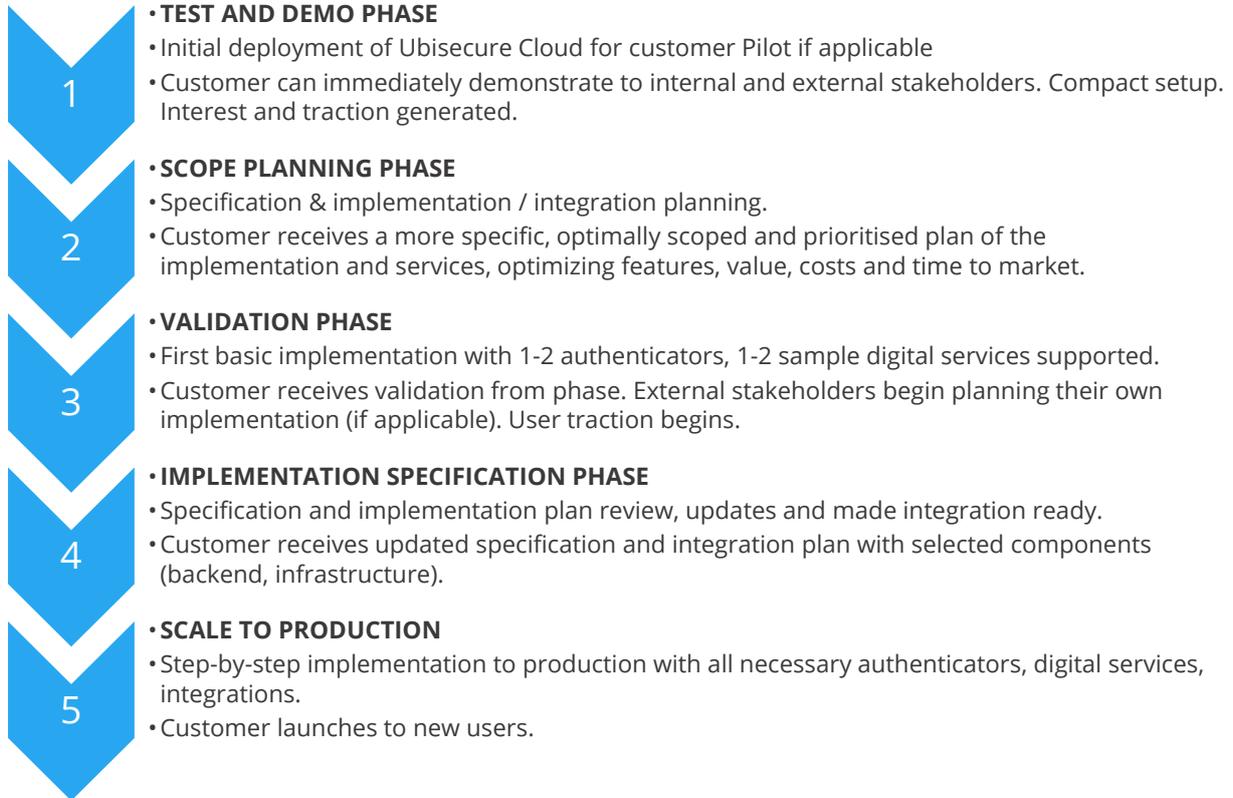
REQUESTS FOR NON-STANDARD DISCOUNTS

Partners must submit requests to their Partner Manager for additional or non-standard discount relief. The Ubisecure Deal Desk will review each request objectively but cannot guarantee acceptance for every application.

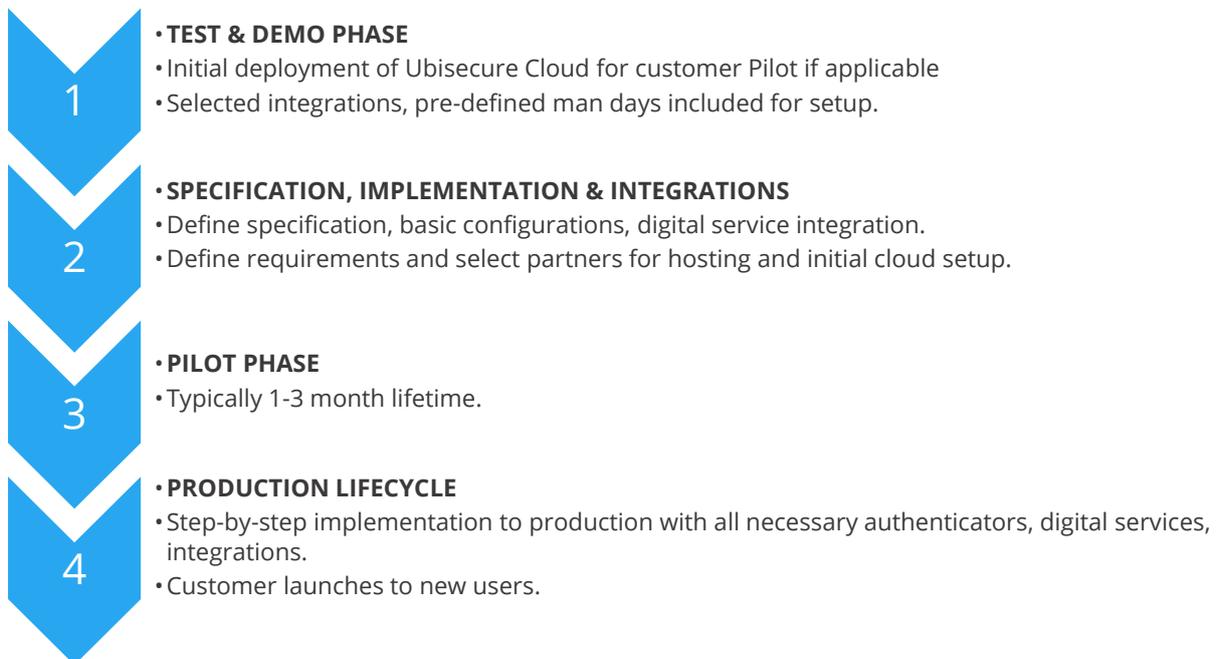
- 1. Partner Name**
- 2. Opportunity Name**
- 3. Account Name**
- 4. Competitive Situation**
- 5. Request Rationale**

6 DELIVERY & DEPLOYMENT PROCESS

UBISECURE IDENTITY SERVER



UBISECURE IDENTITY CLOUD



8 DEVELOPER/PARTNER PORTAL

The screenshot displays the Ubisecure Developer/Partner Portal Knowledge Base. The interface is divided into a left sidebar and a main content area. The sidebar includes a 'Knowledge Base' header, a search icon, and sections for 'Pages', 'SPACE SHORTCUTS', and 'PAGE TREE'. The main content area shows the 'Knowledge base' for 'Identity Server 8.2 / SSO'. It includes a search bar, a 'Browse by topic' section with a grid of links (A-B, C-H, I-N, T-Z), and a 'PAGE TREE' section. The main content area displays 'Release notes - SSO', 'Overview', 'System Requirements', 'Supported Operating Systems', and 'Supported Browsers'. The 'System Requirements' section lists hardware requirements such as Dual Core 2.x or equivalent, 1 GB of memory, and 500 MB Storage. The 'Supported Operating Systems' section lists Windows Server 2012 R2, Windows Server 2016, and Redhat Enterprise Linux, CentOS and Oracle Linux v6.x and v7.x. The 'Supported Browsers' section lists Internet Explorer for the desktop version 9 or newer, Microsoft Edge 39 or newer, Firefox 55 or newer, Chrome 61 or newer, and Safari 10.1 or newer.

Ubisecure Partners will have access to the Developer/Partner Portal where they can access training resources, documentation, downloads, patches, the latest product news and advice, event news and invitations and more. The Developer/Partner Portal provides resources to support the entire sales lifecycle.

- Supporting Partners in RFI/RFP processes (Sales)
- Supporting Partners in Configuration Issues (Implementations, Planning, Design, Delivery projects, Installations)
- Supporting Partners in Operation of Ubisecure based solutions (Operations)

Developer/Partner Portal access: <https://www.ubisecure.com/developers>

Product documentation and downloads: <https://developer.ubisecure.com/docs/>

Knowledge base: <https://developer.ubisecure.com/docs/display/KNB/Knowledge+Base>

The Knowledge Base provides how-to articles, troubleshooting, configuration examples & best practices:

9 IAM ACADEMY - TRAINING & ACCREDITATION

Ubisecure IAM Academy is a training program for Ubisecure Partners and Customers and covers the subject of IAM with industry leading depth and width. The goal of the IAM Academy is to provide our Partners with the market and technology understanding, skill and vision to provide their customers with excellent insight, service and satisfaction. IAM Academy has trained over 200 IT professionals to become true IAM experts. Ubisecure Partners are required to maintain the defined number of trained staff as per their Partner classification. IAM Academy features:

- Twice a year classroom training, Spring and Autumn – locations in the Nordics and UK
- Online courses (under development)
- Training sessions covering the basics, business and technical aspects of IAM
- Certification and accreditation
- Constantly updated content to reflect the latest technology and business environment changes

IAM ACADEMY THEMES & COMPETENCE CREATION



Individuals who graduate from the IAM Academy are competent in:

- Excellence in Identity & Access Management
- Understanding and leveraging information about IAM standards, technology and business models
- Building successful IAM business stories and well-functional technical architectures
- Building professional IAM networks
- Taking Ubisecure products and solutions available to market

Last of all, IAM Academy graduates naturally increase their professional skills to act as professional IT consultant.

COURSES

IAM Basics:

Ability to conduct IAM sales presentations. Ability to communicate professionally regarding IAM issues. How to present most common use-cases and features. How to show solution benefits. Ability to understand and follow the steps of the IAM sales process.

Technical Consultant

IAM Sales Support:

Ability to create bid deliverables for the IAM sales process. Ability to respond to technical IAM questions Ability to operate independently as a sales partner. How to make a sales offer.

Sales Professional

IAM Consultant:

Ability to understand IAM technologies, standards and products. Ability to consult with customers on IAM projects.

IAM Advanced Consultant:

Ability to install and configure a flexible IAM solution. Ability to assist and support the customer in IAM business analysis, product selection, installation, integration and configuration.

IAM ACADEMY CERTIFICATION & ACCREDITATION

Ubisecure provides certification to recognise accredited individuals who have demonstrated the necessary skills and competency to advise, design, deploy and support Ubisecure Customer IAM solutions.



Professional Identity and Access Management training program



Over 200 professionals have been trained through the program

10 TECHNICAL SUPPORT & MAINTENANCE

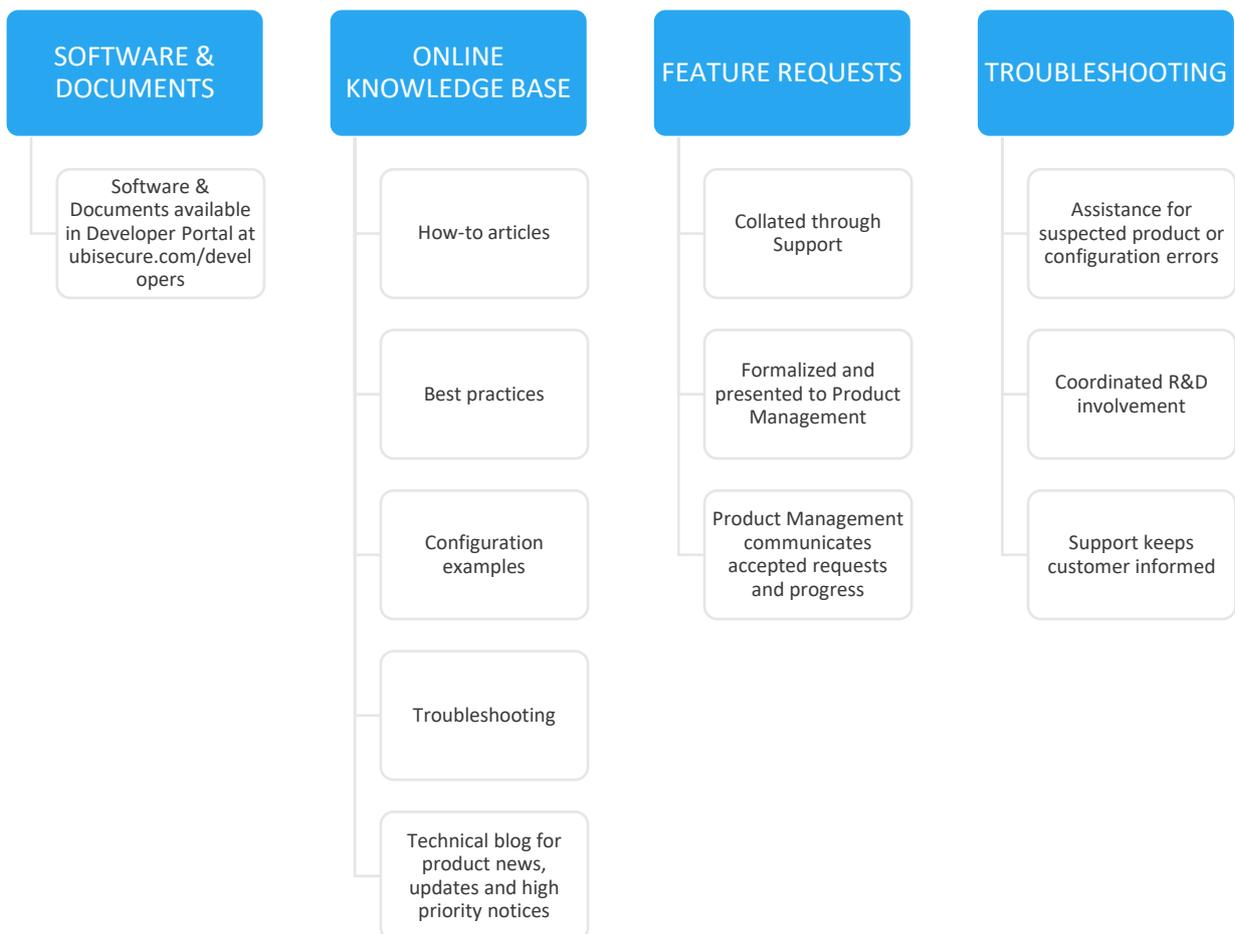
Ubisecure is committed to providing support for Ubisecure’s Identity and Access Management products on a global basis. The Technical Support organisation is based in the same location as the Development organisation, ensuring direct collaboration resolving issues as needed.

The Ubisecure Partner acts as the first level support (Tier 1) contact towards customers and Ubisecure provides second and third level support (Tier 2 and Tier 3).

Ubisecure Identity Server will be updated with a minimum of two major releases per year. If critical vulnerabilities are detected, a new release will be available as soon as possible, out of normal release cycle. Partners receive full documentation on updates prior to availability.

Refer to your Partner Agreement for detailed support terms.

SUPPORT SERVICES



SUPPORT LEVELS

STANDARD

- The standard level of support (default)



Standard Level

Service hours: weekdays 9:00 – 17:00 (UTC +02:00)
 Support work free of charge included per month, unless agreed otherwise: 4 hours / month

EXTENDED 24/7

During activated Period

- Activated periods of extended support available 24/7



Extended 24/7 during Activated Period

Enables the possibility to activate periods of extended support 24/7

- Each active period of extended support 24/7 is
 - Activated at least 5 business days beforehand
 - Minimum 1 day
- During an active period of extended support 24/7 a specialist is either
 - On standby waiting for a support request or
 - Solving a support request

11 EVENTS



GLOBAL EVENTS

Global Events are annual event for Ubisecure Partners, Customers, prospects and identity ecosystem stakeholders. The global event is held in Helsinki and covers IAM topical subjects such as trends, customer case studies, best practices and at least one keynote from an internationally recognized identity expert. Attendees hear and learn the latest about Customer IAM developments and have the opportunity to meet product management, sales engineers, developers and Partner Managers.

All Partners are invited to Global Events free of charge.

LOCAL EVENTS

Local Events take the highlights of the Global event on the road to major European cities each quarter. Digital Identity stakeholders have the opportunity to learn, discuss challenges and trends and network with fellow ecosystem participants.

EVENT CO-OPERATION

Ubisecure encourages co-operation for organized events – both virtual and real world. Examples of event co-operation could include:

- Seminars by Ubisecure & Partner with joint lead generation efforts
- Joint presence in tradeshows and lead sharing
- Co-written proposals for Call for papers / speakers or Awards

Examples of historical successful event co-operation includes:

- European Identity and Cloud Conference 2015, Award for the best B2B project together
- Global Mobile Awards finalist in the Mobile World Congress in the category of Identity and Authentication

CONTACT UBISECURE

If you would like to reduce your risk and remove the complexity of identity management, contact us to find out how we can help you implement the right CIAM solution for your organisation.

To learn more about Customer IAM and Company Identity solutions visit www.ubisecure.com or contact us at sales-team@ubisecure.com.

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UBISECURE™

Ubisecure is a pioneering European b2b and b2c Customer Identity & Access Management (CIAM) software provider and cloud identity services enabler dedicated to helping its customers realise the true potential of digital business.

Ubisecure provides a powerful Identity Platform to connect customer digital identities with customer-facing SaaS and enterprise applications in the cloud and on-premise. The platform consists of productised CIAM middleware and API tooling to help connect and enrich strong identity profiles; manage identity usage, authorisation and progressive authentication policies; secure and consolidate identity, privacy and consent data; and streamline identity based workflows and decision delegations. Uniquely, Ubisecure's Identity Platform connects digital services and Identity Providers, such as social networks, mobile networks, banks and governments, to allow Service Providers to use rich, verified identities to create frictionless login, registration and customer engagement while improving privacy and consent around personal data sharing to meet requirements such as GDPR and PSD2.

Ubisecure is accredited by the Global Legal Entity Identifier Foundation (GLEIF) to issue Legal Entity Identifiers (LEI) under its RapidLEI brand, a cloud-based service that automates the LEI lifecycle to deliver LEIs quickly and easily. The company has offices in London and Finland.