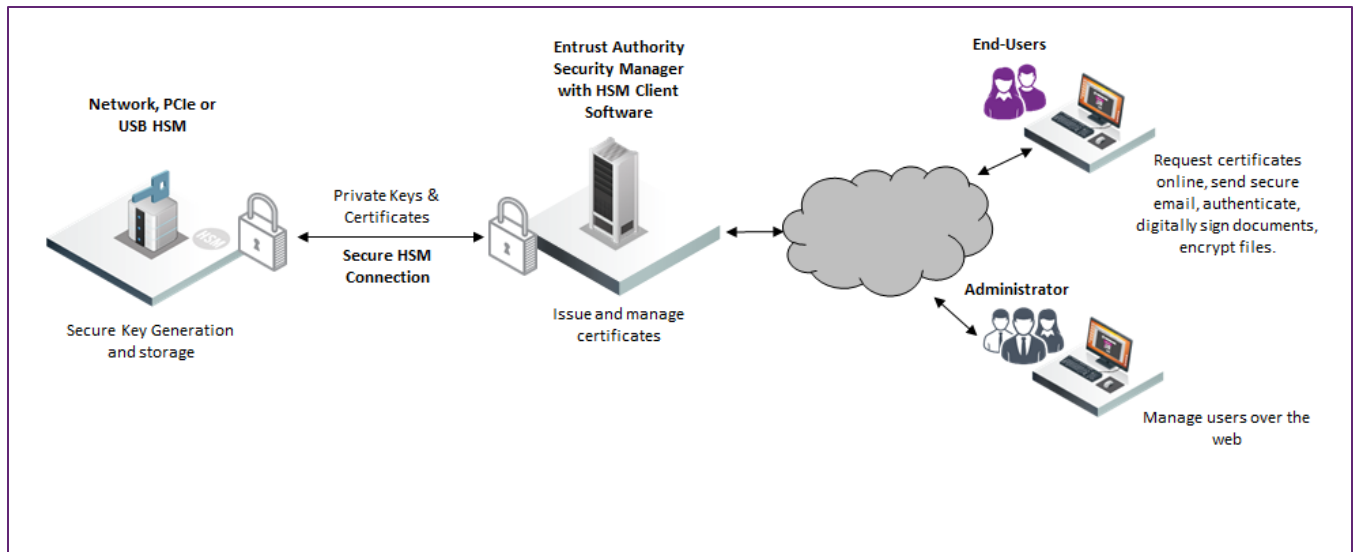# Hardware Security Module Program Track

Strong protection for the private keys used by on-premises or hosted PKIs is essential to an effective security strategy. The trustworthiness of a PKI depends on the protection afforded to the private keys in the CA hierarchy and the associated verification process.

The use of Hardware Security Modules (HSMs) to protect the root of trust is a widely considered best practice for PKI deployments, providing a proven and auditable way to secure valuable cryptographic material. Hardware Security Modules enhance security and reduce risk for a trusted business ecosystem.

Organizations specializing in Hardware Security Module solutions who wish to securely and effectively protect keys issued by our Entrust PKI, can register for the Entrust Hardware Security Module Program Track to expand their ecosystem of supported PKIs and grow market share.

Entrust integrates with leading Hardware Security Module vendors to allow organizations to deploy and leverage a high-performance solution that combines the strength of the Entrust PKI with HSM technology to protect the confidentiality and integrity of sensitive keys. Organizations looking to extend the security of on-premises or hosted PKIs can deploy Entrust solutions with approved and certified Entrust Ready HSMs to ensure that critical keys are never exposed to unauthorized entities.

The Hardware Security Module Program Track

The Hardware Security Module Program Track is part of the Entrust Technology Alliances Partner Program and is designed to allow partners to leverage the full functionality of the Entrust PKI for integration with their HSM.

The integration makes use of the well-established PKCS #11 standard cryptographic programming interface. Upon registration, partners are able to leverage the latest resources to build an integrated solution and also have access to Entrust developer expertise to ensure optimal results.

The Hardware Security Module Program Track gives partners access to:

- The Entrust products required for installation and configuration in the Partner test environment
- Technical documentation
- An Entrust Ready test certification plan
- Support documentation for troubleshooting purposes
- Support and professional services packages to help plan, develop and implement an integrated solution (available for purchase)
- 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 Alliances Partner Program. As a member of the Program Track, the Partner can use the Technology Alliance Program Partner trademark.

Benefits of the Hardware Security Module Program Track

There are a number of clear benefits to partners and their customers for joining the Entrust Hardware Security Module Program Track. Partners will be able to:

- Gain access to Entrust product, documentation and support
- Claim support for the Entrust industry-leading PKI with their HSM offering
- Together, Entrust and the HSM partner can enable customers to meet compliance requirements and to adhere to best practices for PKI deployments
- Leverage the Entrust brand

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.

Partner Commitments

As a partner, by joining the Hardware Security Module Program Track you are committing to the following:

- Use the resources provided by Entrust to develop a Hardware Security Module solution that is integrated with Entrust PKI
- Provide Entrust with the equipment and tools necessary to trouble-shoot 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

Entrust Commitments

In support of the Hardware Security Module Program Track, Entrust is committed to:

- Provide the choice of either a fully configured and dedicated hosted environment or the Entrust products required for installation and configuration in the partner test environment
- Provide all the technical tools necessary to complete the integration, including:
  – A full set of documentation to support the integration
  – Provide for-fee training and technical support options in support of the integration
    - Support for development and test environment issues (included in the fee to enter program track)
    - Hardware Security Module integration support (additional fee professional services)
    - Hardware Security Module integration consulting (additional fee professional services)
    - For the activities (professional services) with a fee, a specific professional services agreement will be required
- Review the submitted required documentation and test results for approval of the solution

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 or on-premises test environment	√	√
	Integration documentation	√	
	Test plan for certification (Entrust Ready)	√	
	Integration support (for-fee options)	√	
	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)	√	√

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