

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 you 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 and maximize the SSL reseller 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

"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 many 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 your sales or help you 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 & APIs
- Marketing, campaign & press resources
- Free sales and technical training
- Approved Partner / Platinum Partner official 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
- Joint press release and ongoing press opportunities
- Co-branded marketing materials
- Option to roll out co-branded SSL site seals
- Placement on Strategic Partners page
- Feature development priority

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
- AutoCSR option - eliminates need for CSRs from customer
- Issue, reissue & renew customer's SSL Certificates
- 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. Referral Partners refer customers and get cash-back for every sale. Become either an Authorized Partner or a Platinum Partner and gain benefits unique amongst the SSL Partner programs available today:

	Referral Partner	Authorized Partner	Platinum Partner
Integration			
GlobalSign Certificate Center Portal		•	•
GlobalSign Referral Center Portal	•		
Simple API (AJAX SAPI)		•	•
Full XML API			•
Phone Support	•	•	•
Email Support	•	•	•
Access to Staging Systems			•
Product Development			
Product Roadmaps			•
Feature Development Priority			•
Beta Program / New Product Access			•
End Customer Support			
Phone Support	•	•	•
Email Support	•	•	•
License to publish Support Knowledgebase	•	•	•
Training to provide tier 1, tier 2 support directly			•
Sales & Marketing			
Discounted Pricing		•	•
Strategic Discounted Pricing			•
Commission on Certificates sold	•		
Access to extended product range			•
Canned HTML Templates	•	•	•
Campaign Creatives	•	•	•
Advertising Creatives	•	•	•
License to publish SSL Information Center		•	•
PR Opportunities			•
Sales Training Documentation	•	•	•
Live Person sales training			•
Dedicated Account Manager		•	•
Quarterly ROI Reviews			•
Pre-Launch Marketing Review Session		•	•
Listing in Partner Directory			•

About GlobalSign:

Established in 1996 and a WebTrust accredited public certificate authority, GlobalSign offers publicly trusted SSL, including EV SSL Certificates, S/MIME and Code Signing Certificates for use on all platforms including mobile devices. Its Trusted Root solution uses the widely distributed GlobalSign Root CA certificates to provide immediate PKI trust for Microsoft CA and enterprise CAs, eliminating the costs associated with using untrusted Root Certificates. Its partnership with Adobe to provide Certified Document Services (CDS) enables secure digitally signed PDF e-documents. These core Digital Certificate solutions allow its thousands of customers to conduct secure online transactions and data transfer, distribute tamper-proof code, and bind identities to client certificates for email security and remote two factor authentication. The company has a history of innovation within the online security market and has offices in the US, UK, Belgium, Japan, and China.

Learn More

For more details on joining the GlobalSign partner channel and reselling SSL Certificates, Contact us today or email our Partner Channel at sales@globalsign.com.

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A Leader in Online Security
 & Authentication Solutions
 for over 10 years