



ENTRUST CHANNEL INCENTIVE PROGRAM

Three ways to earn rewards

1: Schedule new client meeting with Entrust, 250 points per meeting

Earn points for setting client meetings with Entrust CAMs/Sales to extend efforts to renew, expand or bring new clients.

Eligible products:

- Hardware Security Modules (HSMs)
- IDaaS, Identity Enterprise, Identity Essentials
- Cryptographic Security Platform (includes the solutions below, all from a single system)
 - Public Key Infrastructure (PKI) and PKIaaS
 - Keys, Secrets, and Certificates Management
 - Digital Signing Infrastructure

2: Register a new deal for an Entrust DSS portfolio solution, up to 400 points per deal

- Register an opportunity for any solution in the DSS portfolio = 200 points
- Register an opportunity for an Entrust Identity portfolio solution = earn an additional 200 points
- Deal must be registered by partner on Entrust Partner Central (partner portal) and follow deal registration rules as published therein. Deal registration must be approved to qualify. Minimum deal size = \$3,500.
- Deal registrations are eligible, if approved, regardless of closed/won status.
- Limit of one (1) reward per deal registration, regardless of number of products.

3: Sell HSM / nSaaS / Key Control, up to 1,500 points per deal

New Clients, three different ways to earn when selling to new clients

- Earn 1,000 points for selling two nShield 5 HSMs or nShield as a Service(nSaaS) (any combination) to new Entrust nShield HSM/nSaaS client(s) (single or multiple clients).
 - Sell three or more nShield 5 HSMs or nSaaS to any new nShield HSM/nSaaS client(s)*, earn an additional 500 points total.
- Sell one CSP Key Management Solution (KMS)** or CSP Key Management as a Service, earn 200 points

Existing Entrust HSM/nSaaS Clients,

- Earn 200 points for selling two nShield 5 HSMs or nShield as a Service(nSaaS) (any combination) to any existing Entrust nShield HSM/nSaaS client(s) (single or multiple clients).

Eligible meetings/deal must have occurred after January 1, 2026

Programs limited to Direct & Indirect Solution Providers

Restrictions apply, programs are based on availability and subject to early termination.

Learn more at partnercentral.entrust.com

Entrust Channel Incentive Program

Entrust Incentive Program Details

Partner representatives can redeem points for gift cards from brands such as Apple, Amazon, Google, and more. Get a full list of reward options on the Entrust Incentives platform, accessed through Partner Central:

- Log in to [Partner Central](#)
- Click on **Sales**
- Select **Incentives & Promotions**

Incentive eligibility based on location, product access, availability, and the terms and conditions listed on Entrust Incentives at entrustincentives.workstride.com

 Learn more at
partnercentral.entrust.com

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