



Guide

# Gemalto Cipher Partner Enablement Program

## Overview

Gemalto realizes that the key to customer success is enablement. We believe that people want to buy, not to be sold. Our Gemalto Cipher Partner Enablement Program empowers your sales organization to connect with potential customers and find new ways to drive success by offering an efficient mix of product and role-based sales training and certifications opportunities.

## Gemalto Certifications

Gemalto Certifications help you build the skills you need to successfully deliver Gemalto solutions.

### Gemalto Sales Professional Certification

The Gemalto Sales Professional (GSP) Certification will introduce you to Gemalto and the core concepts and features of our solutions, helping you develop the foundational knowledge needed to deliver Gemalto solutions.

Whether you're new to Gemalto solutions, or a seasoned Gemalto professional, you will need to complete the Gemalto Sales Professional (GSP) Certification. This certification serves as a prerequisite to all other Gemalto Certifications.

To register for the Gemalto Sales Professional Certification follow these easy steps:

- > Go to the Gemalto Cipher Partner Portal, [www.cipherportal.safenet-inc.com](http://www.cipherportal.safenet-inc.com)
- > Navigate to the Training & Certifications tab, [www.cipherportal.safenet-inc.com/?eid=TrainCert](http://www.cipherportal.safenet-inc.com/?eid=TrainCert)
- > Once there, go to the Gemalto Certifications page, [www.cipherportal.safenet-inc.com/?eid=GemCert](http://www.cipherportal.safenet-inc.com/?eid=GemCert), and select the certification that you would like to begin.
- > Click on the Register button.
- > Once registered, you can start taking courses by going to the My Certification Progress page, [www.cipherportal.safenet-inc.com/?eid=MyCert](http://www.cipherportal.safenet-inc.com/?eid=MyCert). Tip: Click on the "Show Course" button under the certification course column to see the list of courses that you will need to complete.

## Gemalto Sales Professional Certification Curriculum

Introduction & Onboarding	Gemalto Cipher Program Orientation
	Gemalto & the Selling Conversation
Sales Opportunities	Making Gemalto Your Business
	Uncovering Sales Opportunities
Product Portfolio: Positioning	Gemalto Encryption Solutions
	Gemalto Authentication Solutions
	Gemalto Hardware Security Module Solutions
	Gemalto KeySecure Solutions
Emerging Technologies	Gemalto Cloud Solutions
	Gemalto Big Data Solutions
	Gemalto IoT Solutions

### Gemalto Technical Sales Professional Certification

The Gemalto Technical Sales Professional (GTSP) Certification is geared towards sales engineers and sales professionals who are looking to take a deeper dive into Gemalto technology and validate their knowledge and skills of delivering a demo/PoC. This certification program will be available later this year. Once available, you will be able to register and complete your certification in the Gemalto Cipher Partner Portal.

For information about our certifications, please visit the Gemalto Certifications webpage in the Gemalto Cipher Partner Portal, [www.cipherportal.safenet-inc.com/?eid=GemCert](http://www.cipherportal.safenet-inc.com/?eid=GemCert).

## Sales Training Program

We understand that our partners want to boost their knowledge of Gemalto solutions with training formats that fit their needs and their schedules.

### eLearning and On Demand Training

Gemalto offers hours of eLearning, On Demand courses, and content to satisfy your Gemalto learning needs in the Course Catalog in the Gemalto Cipher Partner Portal, [www.cipherportal.safenet-inc.com/?eid=CoursCat](http://www.cipherportal.safenet-inc.com/?eid=CoursCat).

### Sales Tactics and Rewards Series (STARS) Webinars

This monthly webinar series gives you the opportunity to hear the latest product news and market trends directly from the Gemalto experts themselves. To watch past STARS Webinars or register for upcoming webinars, visit the STARS Webinars webpage in the Gemalto Cipher Partner Portal, [www.cipherportal.safenet-inc.com/?eid=STARS](http://www.cipherportal.safenet-inc.com/?eid=STARS).

### Custom Training

Sometimes your team may need training that is tailored to your specific needs, Gemalto's custom trainings are geared towards fulfilling these needs and are offered to select partners.

### Onsite Sales Training

Gemalto offers onsite sales training for select partners, usually delivered at the partner site. Onsite sales training provides a collaborative and interactive experience with activities such as role-playing and account planning that expand upon the skills that are learned through completing the Gemalto Sales Professional Certification.

## Technical Training Program

Gemalto has developed a complete technical training certification portfolio to help deploy products and services for your customers successfully with courses delivered in Gemalto Training Centers or at a location of your choice.

### Course Offerings

#### Authentication

- > SafeNet Authentication PKI solutions
- > SafeNet Authentication Service Cloud Basic
- > SafeNet Authentication Service PCE/SPE Advanced

#### Authentication

- > SafeNet General Purpose Hardware Security Module (HSM)
- > SafeNet Payment Hardware Security Module (HSM)
- > SafeNet ProtectServer Hardware Security Module (HSM)
- > SafeNet KeySecure and Connectors
- > SafeNet High Speed Encryption (HSE) \*
- > SafeNet ProtectV

\* Note: This course will be available during Q3 2017.

**Contact Us:** Please contact your Gemalto Territory Sales and Partner Manager or [cipheramericas@gemalto.com](mailto:cipheramericas@gemalto.com) for more information.

**Follow Us:** [www.blog.gemalto.com/supercategory/security/](http://www.blog.gemalto.com/supercategory/security/)

 [GEMALTO.COM](http://GEMALTO.COM)

## How to Make the Most out of Gemalto Sales Training & Enablement Offerings

1. Register & complete the Gemalto Sales Professional Certification, by going to [www.cipherportal.safenet-inc.com/?eid=GemCert](http://www.cipherportal.safenet-inc.com/?eid=GemCert).
2. Take the optional eLearning and On Demand trainings that are in the Course Catalog in the Gemalto Cipher Partner Portal, by visiting, [www.cipherportal.safenet-inc.com/?eid=CoursCat](http://www.cipherportal.safenet-inc.com/?eid=CoursCat).
3. Register for upcoming STARS Webinars: [www.cipherportal.safenet-inc.com/?eid=STARS](http://www.cipherportal.safenet-inc.com/?eid=STARS).
4. Book technical certification courses to boost the deployment of products and services for customers.
  - o Reserve a seat at a Gemalto Training Center: [www.cipherportal.safenet-inc.com/?eid=GemCert](http://www.cipherportal.safenet-inc.com/?eid=GemCert).
  - o Schedule a course at your location: contact your Gemalto Territory Sales and Partner Manager or [cipheramericas@gemalto.com](mailto:cipheramericas@gemalto.com).

To book a course, review courses offered at a Gemalto Training Center by logging into the Gemalto Cipher Partner Portal, navigating to the Gemalto Certifications page, <https://www.cipherportal.safenet-inc.com/?eid=GemCert> and clicking on the Upcoming Training Calendar link under Gemalto Technical Training Program, this will take you to the course offering calendar. Each region has its own courses and you can filter per region. Register by using the registration links that are provided within each calendar entry. To setup a course at your location, contact your Gemalto Territory Sales and Partner Manager or [cipheramericas@gemalto.com](mailto:cipheramericas@gemalto.com).

## Gemalto Cipher Partner Portal

The Gemalto Cipher Partner Portal is a one-stop-shop for everything Gemalto. In the portal, you can access sales enablement tools, product information, register your deals, take training courses, get certified, and much more. What are you waiting for, go register!

### How to Access the Portal

In order to access the portal, you will need to register first. To request access, please visit, [www.cipherportal.safenet-inc.com/?eid=requestaccess](http://www.cipherportal.safenet-inc.com/?eid=requestaccess). Because the portal is exclusive to our Gemalto Cipher Partner Program members, there is a verification process for allowing access. Once you are approved by Gemalto, you will receive an email notification. Please complete your registration and bookmark the portal homepage, [www.cipherportal.safenet-inc.com](http://www.cipherportal.safenet-inc.com). For assistance with the Gemalto Cipher Partner Portal, please send an email to [channelmarketing@gemalto.com](mailto:channelmarketing@gemalto.com).

