

KEYFACTOR

/// THE KEYFACTOR GLOBAL PARTNER PROGRAM

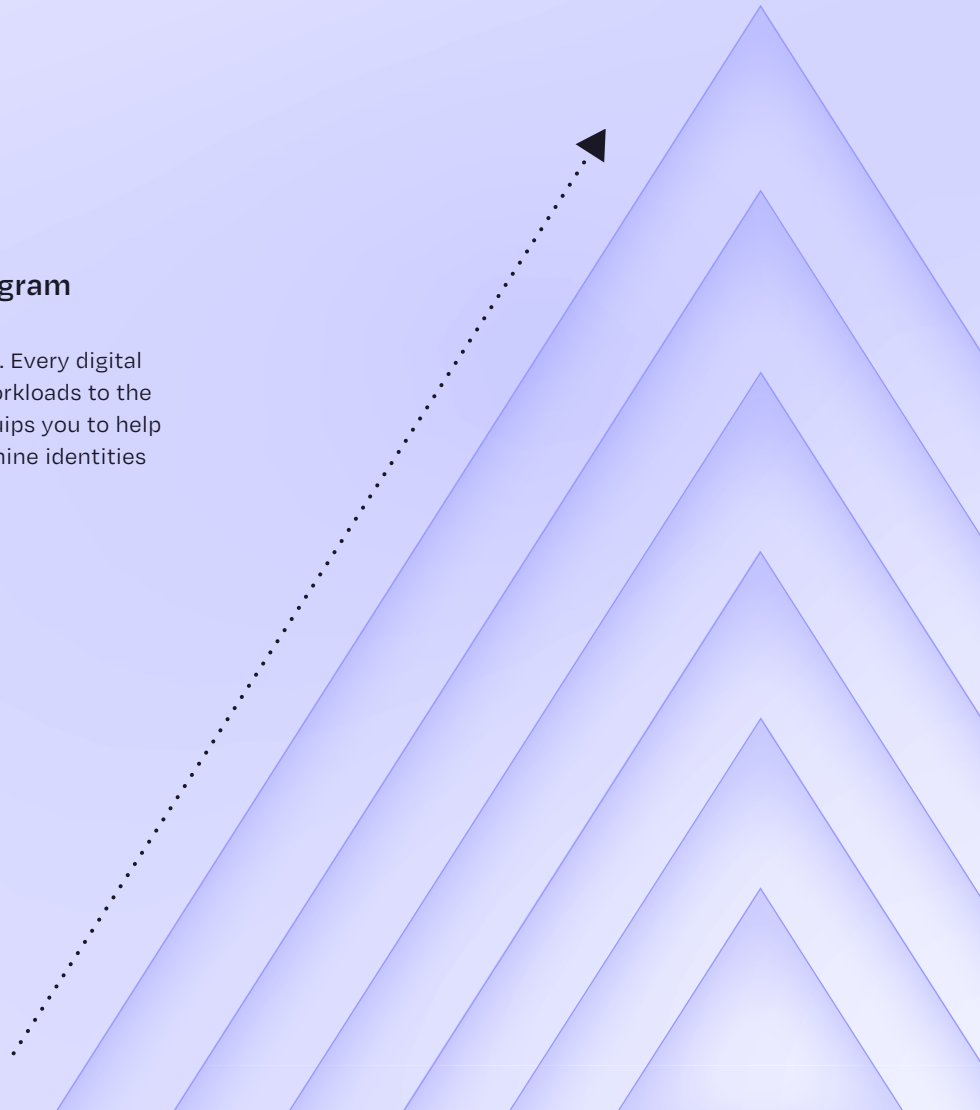
Lead in the AI & Quantum Era

The partner program for quantum-ready digital trust

[Explore Partnerships](#)

/// Continue reading to explore the program

Trust infrastructure is now business infrastructure. Every digital interaction depends on it — from machines and workloads to the AI agents now running in production. Keyfactor equips you to help customers gain visibility and control over the machine identities and cryptography their business runs on.





The Trust Era is partner-led

Every major security shift creates a new class of trusted advisors. Cloud did it. Zero trust did it. AI and quantum are doing it again.

We empower you to be the trusted advisor in a market where quantum readiness and digital trust will define the next generation of cybersecurity.

/// THE TRUST INFRASTRUCTURE ERA IS PARTNER-LED

A new category is emerging, and we're building it with you—focused on the outcomes your customers need.

Customers are asking harder questions about the trust infrastructure behind their business. We've reimagined the Keyfactor Global Partner Program to help you answer them — giving customers visibility and control over the identities and cryptography that secure every digital interaction, so their business keeps running, uninterrupted.

/// THE BIG QUESTIONS

What identities, certificates, keys, algorithms, and cryptographic systems do we depend on?

Where are the risks — and what breaks first?

What can we automate now?

How do we prepare for a post-quantum future without disrupting the business?

Digital trust is entering a new era — AI and quantum are reshaping what trust requires.

The pressure is no longer theoretical. NIST has finalized the first three post-quantum cryptography standards and is urging organizations to begin transitioning now. Google has set a 2029 timeline for post-quantum migration. And public TLS certificate lifecycles are shrinking toward 47 days by 2029 — pushing certificate renewals up roughly 12x.

/// THIS IS A PARTNER-LED CATEGORY

Turn digital trust risk into roadmap, services, and recurring value.

For customers, this is business risk. For partners, it's where your expertise drives real outcomes. Digital trust in the AI and quantum era isn't a single-product conversation — it's a lifecycle partners can lead, across advisory, discovery, implementation, and ongoing operations.

Keyfactor research shows the readiness gap is real

48%

are not prepared for quantum cybersecurity threats.

80%

are concerned about their ability to adapt to cryptography changes.

70%

don't have a complete inventory of their cryptography.

/// 01 ▶

Assess & Discover

Inventory certificates, keys, algorithms, PKI, ownership, and cryptographic exposure.

/// 02 ▶

Advise & Architect

Build the readiness roadmap, prioritize systems, align stakeholders, and define the operating model.

/// 03 ▶

Design & Implement

Modernize PKI, automate certificate lifecycle operations, integrate controls, and support readiness pilots.

/// 04

Operate & Optimize

Provide lifecycle governance, managed operations, reporting, renewal readiness, and continuous improvement.

The market is moving. Customers need trusted advisors who can turn **digital trust risk into action.**

Built for partners leading the quantum-ready security journey

Four pillars designed to help you build expertise and drive customer value.



/// 01 Build capability



Innovation labs, training, certifications, badges, and hands-on learning build market-ready expertise across machine identity, PKI modernization, certificate lifecycle automation, cryptographic visibility, crypto-agility, and PQC readiness.

/// 02 Create demand



Campaign resources, thought leadership, co-marketing, and conversation starters open opportunities around digital trust, quantum readiness, and modernization.

/// 03 Deliver outcomes



Services specialization, technical enablement, and lab resources support modernization — from assessment and roadmap to implementation and trust operations.

/// 04 Scale through ecosystem



Collaborate across SIs, GSIs, MSPs, distributors, technology alliances, and cloud marketplaces to join larger transformation initiatives.

Capability. Demand. Outcomes. Ecosystem scale.

As your practice grows, so does your access.



Our tier model recognizes capability, commitment, and customer impact — and rewards forward momentum, not just past performance. Each tier builds on the one below it: more investment, more reward.

FEATURED /// TOP TIER

/// TIER 1

Strategic



Deeply aligned. Highly invested.

For partners co-investing with Keyfactor in strategic market opportunities.

Everything in Growth, plus:

- ▶ Executive sponsorship & joint planning
- ▶ Priority co-sell & customer expansion
- ▶ Services enablement
- ▶ Partner Advisory Council & roadmap access

/// TIER 2

Growth



Building capability. Scaling impact.

For partners investing in certifications, pipeline, and repeatable demand.

Everything in Authorized, plus:

- ▶ Channel Account Manager engagement
- ▶ Technical support & NFR access
- ▶ Lead sharing & joint account planning
- ▶ Co-marketing & QBRs

/// TIER 3

Authorized



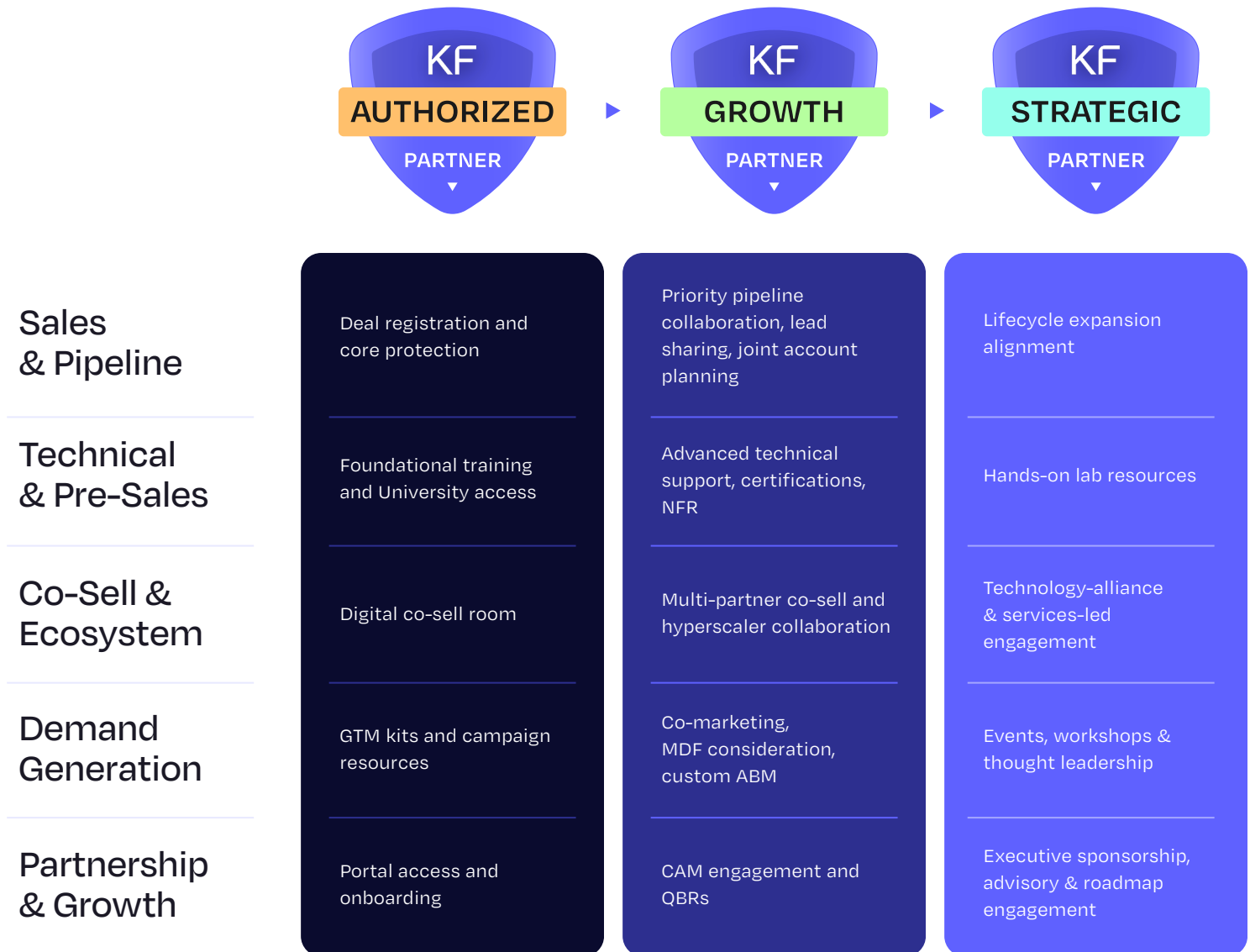
Enabled. Aligned. Ready to engage.

For partners building their foundation with Keyfactor.

The foundation:

- ▶ Onboarding & foundational training in Keyfactor University
- ▶ Partner portal access
- ▶ Deal registration protection
- ▶ Self-service go-to-market tools and resources

Benefits expand as your impact grows



/// DISCLAIMER

Specific requirements, benefit levels, and commercial terms are detailed in the Keyfactor Global Partner Program Guide, available in the partner portal. Benefits vary by tier, partner type, and region.



Build your quantum-ready practice

Use the Keyfactor platform to turn customer uncertainty into demos, workshops, assessments, and services.

Your customers know digital trust is critical infrastructure — and that moving to post-quantum cryptography is now a must to stay ahead of evolving threats and standards. The harder question is what to do first.

The Keyfactor PQC Lab helps you show customers their risks, a remediation path, and a clear transition roadmap. Use it to educate stakeholders, demonstrate quantum-ready concepts, support technical validation, and shape services around cryptographic visibility, crypto-agility, PKI modernization, certificate automation, and PQC readiness.

/// LAB-TO-LAUNCH PRACTICE BUILDER

From technical validation to funded service offers

STATUS: PQC READY

Leverage the Keyfactor platform to build services customers can fund



Cryptographic Discovery Assessment



Quantum Readiness Workshop



PKI Modernization Roadmap



Certificate Automation Sprint



PQC Pilot & Readiness Plan

/// 01 ▶

Discover

Surface cryptographic and certificate exposure.

/// 02 ▶

Demonstrate

Show quantum-ready concepts in action.

/// 03 ▶

Validate

Support workshops, demos, and proof-of-concept prep.

/// 04

Package

Create ongoing services customers can act on.

Make quantum readiness **achievable.**



Build the skills Deliver the outcomes

Grow from trained practitioners into certified service leaders across the full customer lifecycle. Keyfactor University builds the expertise; the Certified Service Partner Program turns it into repeatable services.

Keyfactor University

Three levels of learning that build market-ready expertise. Customers need partners who can do more than explain digital trust — they need partners who can guide architecture, deployment, automation, modernization, and quantum-readiness conversations with confidence.

/// FOUNDATIONS

Explore the landscape.

Terminology, use cases, and the Keyfactor value proposition.

/// PROFESSIONAL

Build hands-on capability.

Configuration, implementation, reporting, and troubleshooting.

/// EXPERT

Architect the platform.

Integrations, APIs, migrations, and complex enterprise architectures.

Learn the platform. Prove the skill. Build customer confidence.

Turn expertise
into services
customers trust.

Certified Service Partner Program

The partner opportunity doesn't end at the sale. Build repeatable services around Keyfactor solutions — from advisory and assessment to implementation, managed operations, and ongoing support.

/// ADVISE

Lead the strategy discussion.

Executive conversations, business-case development, and stakeholder alignment.

/// ASSESS

Make risk visible.

Cryptographic visibility, PKI maturity, certificate lifecycle risk, automation readiness, and PQC exposure.

/// DESIGN

Plan the path forward.

Modernization roadmap, architecture, integration plan, governance, and service-delivery approach.

/// IMPLEMENT

Move into execution.

Deploy, configure, integrate, automate, migrate, and validate Keyfactor solutions.

/// MANAGE

Keep trust operating.

Lifecycle operations, reporting, adoption, policy alignment, and service optimization.

/// ONGOING SUPPORT

Sustain and expand.

Renewal readiness, managed services, continuous improvement, and expansion.



We don't just want you to sell our products.

Our mission is to be your partner of choice as you build a trusted quantum-readiness practice.

/// ECOSYSTEM-LED GROWTH

Flexible. Dynamic. Real value.

The refreshed program is built for partners who want to move fast to capture demand, win deals, deliver outcomes, and scale through a flexible co-sell approach.

Keyfactor is moving beyond a rigid, one-size-fits-all program toward pipeline-first growth, structured co-sell, services-led expansion, and ecosystem scale — with AI and automation on the roadmap to take friction out of how you plan and sell.

AWS

MICROSOFT

GOOGLE CLOUD

TECHNOLOGY ALLIANCES

GSIs

SIs

SOLUTION PROVIDERS

MSPs / MSSPs

HYPERSCALER MARKETPLACES

Pipeline-first GTM

Repeatable partner-sourced motions, campaigns, workshops, and account pursuit.

Services-led expansion

Assessments, implementation, managed operations, and lifecycle governance.

AI-enabled co-sell

/// COMING SOON

AI-assisted account mapping, next-best-action guidance, and deal intelligence across the co-sell lifecycle.

AI-assisted execution

/// COMING SOON

We're leveraging AI tools across partner digital touch points and co-sell execution to drive productivity and efficiency.

/// PARTNER WITH KEYFACTOR

Trust is now critical infrastructure.

Join our partner community

Lead it — with Keyfactor behind you.

Contact us to learn more ►

KEYFACTOR

Keyfactor is the leader in trust infrastructure for AI and machines. The platform equips enterprises to take control of the cryptographic identities and infrastructure that safeguard every digital interaction. By bringing fragmented tools and assets into a single control plane, security teams can see their cryptographic landscape, find and remediate risk exposure, roll out compliant and quantum-resilient cryptography, issue and orchestrate cryptographic identities for every machine, workload, and AI. Trusted by the largest enterprises and government agencies, Keyfactor delivers the resilient foundation organizations need to keep running uninterrupted in the AI and quantum era.

For more, visit keyfactor.com.

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