



THE UTIMACO PARTNER PROGRAM

**utimaco**®

*„Our solutions create trust to protect  
people and ideas in the digital world“*

Over 300 deployments in 90 countries.



# Our business builds on strong partnerships

For more than twenty-five years, Utimaco has been at the forefront of the telecom industry as specialists in compliance solutions for network operators and service providers.

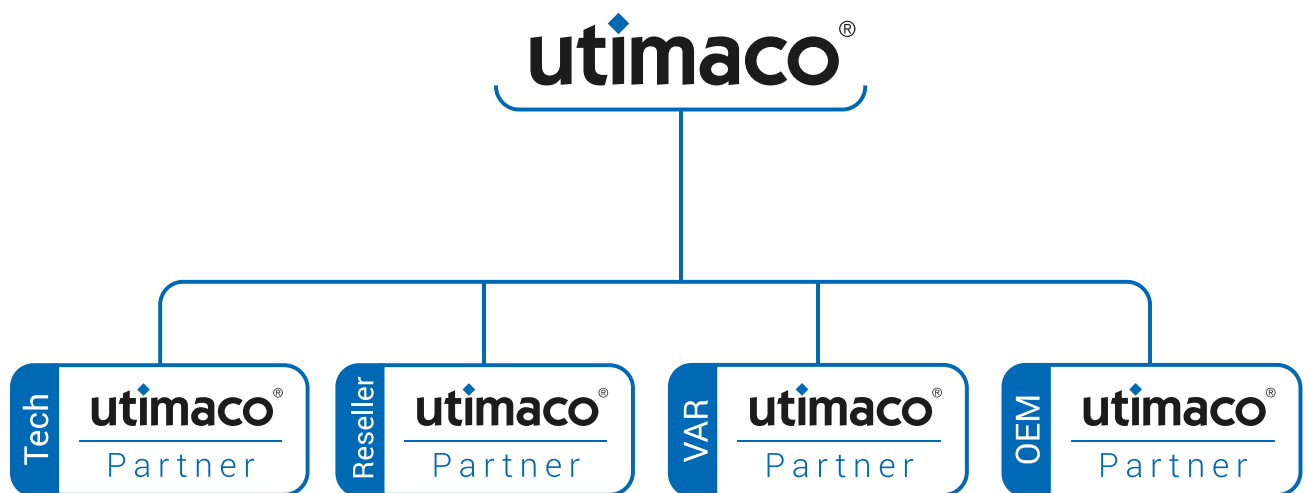
Our lawful interception and data retention systems have been deployed in more than ninety countries all over the world. This great success would not have been possible without our long-standing business partners.

At Utimaco we understand that business is not simply about assembling and selling hardware and software. We build trustful relationships with our customers that last much longer than the typical life cycles of telecom products. Our customers benefit from decades of experience and cooperation with our technology partners, who integrate and test our products with their networks and systems.

Service partners and value-added resellers help our customers design, select, install, operate and maintain their compliance solutions.

Last but not least, several of the world's leading telecom equipment vendors use our technology as part of their networks and promote Utimaco products under their own brand name. Aligned product roadmaps and integrated and tested network solutions accelerate time to market and ensure compliance with standards and regulations.

We are committed to keeping these relationships strong by communicating openly and supporting our partners as best we can. This is why we encourage network vendors, system integrators and value-added resellers to contact us and discover the cooperation opportunities in their market and region.



# Become an Utimaco Partner

We distinguish different types of partners to match the desired cooperation level and the services Utimaco provides to support the partners' business.



## TECH PARTNERS

- Integrate with Utimaco products technically
- Are trained on Utimaco products
- Align product roadmaps with Utimaco
- Participate in interoperability testing (IOT)
- Contact their dedicated technical program manager to exchange product roadmaps, for technical specifications and support



## RESELLER PARTNERS

- Promote, resell or refer Utimaco solutions in their market or region
- Are trained on Utimaco products
- Contact their dedicated technical program manager to exchange product roadmaps, for technical specifications and support



## VAR PARTNERS

- Promote, resell or refer Utimaco solutions in their market or region
- Provide professional services and tech support for Utimaco products
- Integrate Utimaco products in customer solutions
- Are trained on Utimaco products
- Contact their dedicated technical program manager for marketing, sales, and tech support



## OEM PARTNERS

- Promote, resell or refer Utimaco solutions under their own brand name
- Provide professional services and tech support for Utimaco products under the OEM's brand.
- Integrate Utimaco products in their own products and solutions
- Align product roadmaps with Utimaco
- Are trained on Utimaco products
- Contact their dedicated technical program manager for marketing, sales, and tech support

# Access to our Partner Portal

All qualified Utimaco partners have access to our new partner portal.



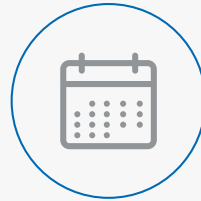
Full range of product and marketing collaterals



Partner newsletters



Software release notes



Event calendar



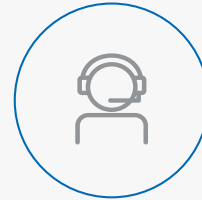
Secure files exchange (upload/download)



Sales support documents

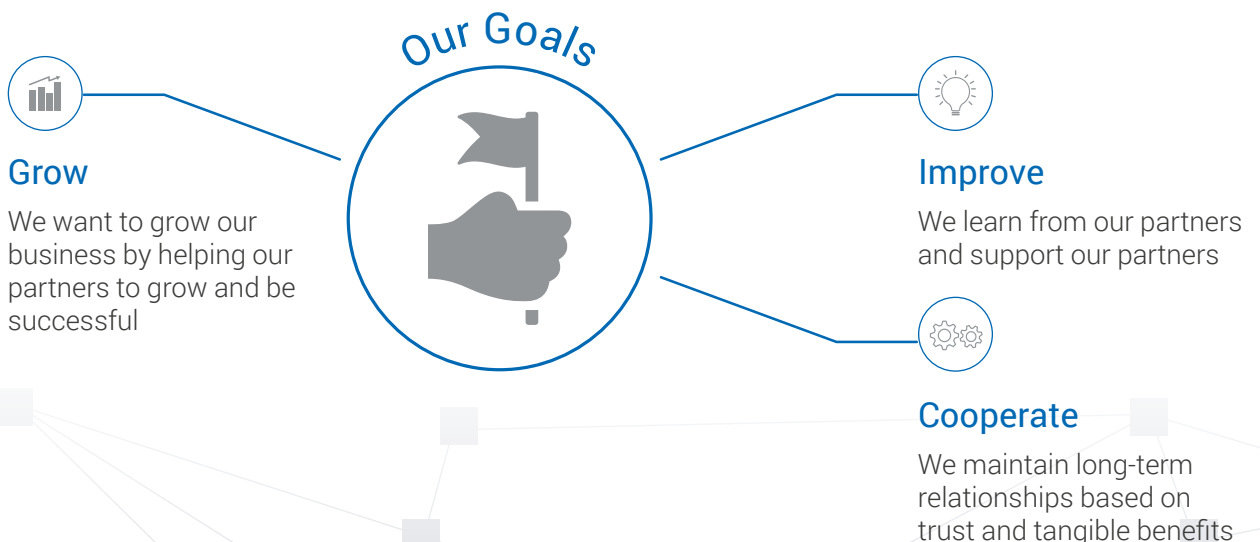


Self-managed web portal



Contact centre to your dedicated sales, marketing and tech contacts

Each partner can register one or more user accounts on our Partner Portal and select their preferred communications options. Our regular partner newsletter keeps you on track with latest developments at Utimaco and invites you to upcoming events.



# About Utimaco

Utimaco TS GmbH is a leading supplier of carrier-grade compliance solutions. Since 1994, Utimaco has been developing lawful interception and data retention systems for telecom operators and Internet service providers. With more than 300 deployments in over 90 countries, Utimaco is a true global supplier and market leader in Lawful Interception and Data Retention.

Utimaco is a member and supporter of international telecom standardization bodies and industry associations, such as, ETSI, 3GPP, ANSI/ATIS, GSMA. Customers and partners of Utimaco in all parts of the world trust the long-term proven reliability and investment protection, as well as the manifold certified IT-security standards. Utimaco stands for recognized product quality, user-friendly software, excellent support and trusted high-security, made in Germany.

## **A strong team**

Utimaco LIMS and the Utimaco DRS have been developed by a team of telecom professionals with more than 25

years of working experience in this field. At Utimaco, about 75% of our professionals are exclusively involved in product development and customer service. The Utimaco team is committed to ongoing investment in product research and development to provide all of our customers with the very best-of-breed solutions. Utimaco TS GmbH is a member of the Utimaco group, a worldwide supplier of professional cybersecurity solutions, founded in 1983.

## **.... and a reliable partner**

We build relationships with our partners that go far beyond the normal vendor-client relationship and are based on trust, honesty, reliability and openness. We provide products, support, and training that contribute significantly to the technical work and business prosperity of our partners and customers. We are responsive to the needs of our customers in product design, technical support, and customer service. We provide exceptional value and a level of personalized service that set a new standard in our industry – a standard with which our competitors must measure themselves. These are the

*Utimaco Headquarter – Aachen, Germany*

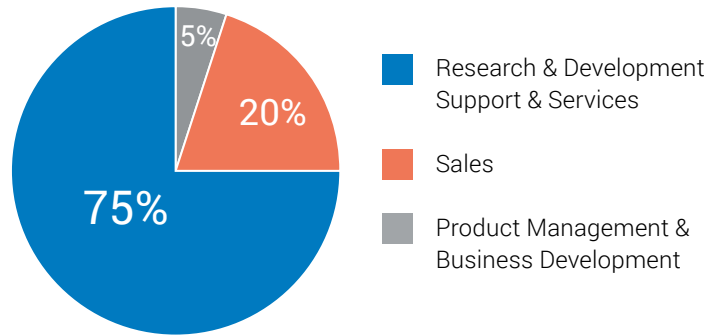


reasons why many of the leading telecom operators and network vendors worldwide rely on products and solutions developed by Utimaco.

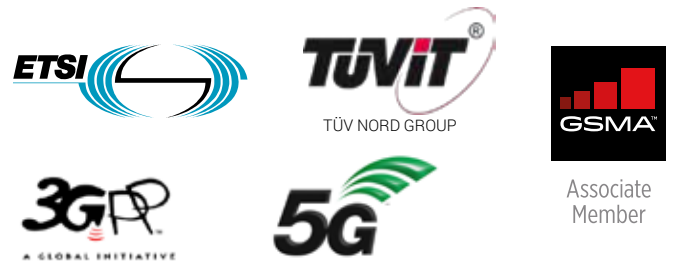
**With global service and support**

Utimaco understands that telecom compliance solutions are not simply about purchasing hardware and software – it’s about implementing capabilities according to national legal requirements and operators’ technical prerequisites. Utimaco provides the services, support and resources that help you become compliant with these requirements while minimizing the costs and effort for installation and operation.

With Utimaco’s help, your staff can accomplish lawful interception while also keeping your service network tuned for maximum performance and utilization. Utimaco provides worldwide expert consulting services, 24x7 technical assistance, online support, onsite training and installation services.






**Memberships & Certifications**






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## Get on Board



Intrigued to learn more about our partner program?  
Go to <https://partner.utimaco.com> and apply online or contact your  
Utimaco account representative.

For more information on the Utimaco® products please visit:

 [lims.utimaco.com](https://lims.utimaco.com)