



DATA SHEET

**PARTNER BENEFITS**

VeriSign Channel Partners benefit from:

- + Unique Portfolio
 - Access to an exclusive portfolio of revenue generating products and services
 - Feature-rich, innovative products that meet the growing needs of communications providers
 - Communications, Content and Commerce services address critical market requirements in the high-growth communications segments
- + Global and Regional Presence
 - Global access to leading-edge technologies developed by VeriSign
 - Regional partnership based on revenue commitments and achievements
- + Strong Brand Recognition
 - Association with one of the world's most trusted and well known (internet) brands
 - Partner Branding and Co-branding options, with flexible business models
- + Comprehensive Support
 - Full support with deployment and operation of services and products, including sales and marketing training and exclusive access to collateral
 - Joint Marketing and Partnering on opportunity assessment

VeriSign® Communications Services Channel Partner Program

Partnering with VeriSign gives you access to an exciting array of innovative products and services that meet the needs of the global leaders in mobile communications. Demand for secure, trusted, third party services such as data roaming, inter-carrier SMS and MMS services is growing and VeriSign products are poised to take advantage of this growth. Grow your business, expand your presence and increase your profits by offering the suite of VeriSign Communications Services products to your market. VeriSign provides training, marketing support, implementation services, and exclusive access to VeriSign business development, engineering and marketing resources; all designed to ensure your success in the marketplace. Our partners leverage VeriSign's products and services to bring the benefits of the commerce and communications revolution to existing and new customers worldwide.

The Channel Partner Portfolio spans a broad range of Communications, Content and Commerce products and services that are targeted for international markets. The VeriSign Communications Services Partner Program enables businesses to resell VeriSign's leading communications services as retail products or bundled into comprehensive solutions. Targeted to carriers, enterprises, and service providers, VeriSign seeks partners in the business of enabling e-commerce for merchants of all sizes and scope. Partners can participate on a variety of levels: from a true reseller to a value added partner. Each product is unique and the business model, reseller terms, and compensation vary. A brief description of the various options follows.

+ Business Model

There are three types of products available for resale in the VeriSign Communications Services partner program:

VeriSign Hosted, VeriSign Branded

Products of this type are pure resale products, with no additional support, implementation, or post-sales customer care required. VeriSign owns and operates the hosted solution; Channel partner sells as a branded service.

VeriSign Hosted, White Label

For these types of products, Channel Partners may sell the VeriSign solution as a locally-branded service. VeriSign retains ownership of the solution and operates it as a hosted solution.

Channel Partner Hosted, Channel Partner Branded

The last category of products allows Channel partners to purchase the product license from VeriSign, assign their brand to it, and host the service from their operations. VeriSign provides deployment, marketing, operations support and training.





DATA SHEET

CONTACT INFORMATION

For more information on VeriSign Communications Services, please contact Blair Bolden at bbolden@verisign.com or Pierre Joubert at pjoubert@verisign.com

About VeriSign

Communications Services

VeriSign, Inc. (NASDAQ: VRSN), delivers critical infrastructure services that make the Internet and telecommunications networks more intelligent, reliable and secure.

VeriSign Communication Services offers a full portfolio of essential services for wireline, wireless, and internet service providers. Our technology, services, and support are unmatched in reliability and security—allowing carriers to focus their attention on growing their customer base.

+ Pricing Model

Products and solutions offered through the VeriSign Communications Services Channel Partner Program are generally annuity-based with multi-year contracts as the standard. Depending on the specific product, customers will pay one-time set-up fees, also called non-recurring charges (NRC), as well as monthly charges. These monthly recurring charges (MRC) are subscription based and are usually assessed by trans-action. Fees may vary based on specific customer configurations including connection/transmission speed, number of ports or connections, for example.

VeriSign Hosted Products

- + Non Recurring Charges (NRC) per customer installation
- + Monthly Recurring Charges (MRC) per customer, based on subscription and/or transaction fees

Channel Partner Hosted Products

- + Term license for solution with defined Units/Capacity/Seats
 - Includes Professional Services for Operations and Sales and Marketing training
 - Includes Sales Collateral and Operations Documentation
 - Installation and testing
- + Optional items:
 - Additional Units/Capacity/Seats
 - Term Extension
 - Additional Professional Services and Training
 - Installation for customers

+ Commercial Agreements

To participate in the Channel Partner Program, Resellers must sign agreements that define the business terms and conditions. There are three types of agreements:

Reseller Agreement

VeriSign Communications Services Reseller Agreement with product-specific addendums.

- + Allows Channel Partners to resell VeriSign-branded or white label products and services
- + Provides technology solution license and operational expertise to allow partner to create hosted service environment

Technology Teaming Agreement

- + Collaborative technology relationship
- + VeriSign technology license for partner to develop and bundle with its offerings

Referral Agreement

- + One time referral fee
- + On-going revenue sharing

+ Support and Training

VeriSign supports partners with training programs, sales assistance, marketing materials, and other benefits. We help partners select a program that suits their business requirements and customer needs from a range of services and levels. Benefits may include:

- + Discounts on VeriSign products
- + Training options such as online product training resources; live, online web conferencing; and face-to-face meetings
- + Access to online sales tools to manage prospects more efficiently and effectively
- + Exclusive access to channel-specific marketing collateral and sales tools

For more information, visit us at www.Verisign.com

©2005 VeriSign, Inc. All rights reserved. VeriSign, the VeriSign logo, "Where it all comes together," and other trademarks, service marks, and designs are registered or unregistered trademarks of VeriSign and its subsidiaries in the United States and in foreign countries. 00021914 01212006