

ExeQuantum Partner Guide

Strategic collaborations for sovereign, compliant, and future-proof cryptography

Introduction

The shift to quantum-safe cryptography is one of the most urgent technology transitions of this decade. ExeQuantum exists to make that transition sovereign, transparent, agile, and compliant. Our partners are at the heart of this mission, extending our reach into governments, financial institutions, healthcare systems, and critical infrastructure.

This guide explains how we work with partners, the models available, and the support you can expect from us.

Why Partner with ExeQuantum

Organizations worldwide are beginning to ask how their digital infrastructure will survive the quantum era. ExeQuantum provides the answer: API-driven post-quantum cryptography with sovereign deployment options.

By partnering with us, you can:

- Expand your portfolio with quantum-safe offerings.
 - Deliver compliance-aligned solutions that meet national regulations.
 - Access co-marketing, enablement, and technical backing.
 - Open new recurring-revenue streams without needing an internal cryptography team.
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Our Core Solutions

We deliver a full spectrum of PQC capabilities:

- **PQCaaS (API-orchestrated):** Kyber (ML-KEM), Dilithium (ML-DSA), AES, HKDF, hybrid TLS, and beta HQC support.
- **Cryptographic Discovery & CBOM:** Automated inventory and migration roadmaps.
- **On-Premise & Air-Gapped Deployments:** Sovereign environments with optional code handover.
- **Advisory & Implementation:** Readiness assessments, policy design, and integration services.

All deployments are backed by ISO 27001 certification, providing immediate compliance assurance in regulated markets.

The STAC Advantage

Our partner program is guided by the STAC doctrine:

- **Sovereignty:** Local control over keys, entropy, and algorithms.
- **Transparency:** Auditable primitives, CBOMs, and clear versioning.
- **Agility:** Rapid adoption of new algorithms, including pre-standardisation betas.
- **Compliance:** Certified and regulator-aligned from day one.

Partners who align with STAC deliver not just security, but trust.

Partnership Models

White Label (Premium)

For partners who want to deliver ExeQuantum technology under their own brand. This model includes a base licensing fee, guaranteed SLA, and the highest level of engineering and marketing support. It is designed for scale with minimal friction.

Integration Partner

For system integrators embedding PQCaaS into platforms or services. Integration partners receive advanced enablement, joint pilots, and roadmap previews to stay ahead of standards.

Reseller / Distributor

For partners leading with local sales reach. Resellers enjoy the highest commercial margins, territory exclusivity, and train-the-trainer enablement to support independent delivery.

(See Appendix A for a feature-by-feature comparison matrix.)

Feature / Benefit	White Label (Premium)	Integration	Reseller / Distributor
Base fee	Annual licensing fee	—	—
Margin / Commission	Margin on top of base	Tiered margin	Highest margin
Deal registration & protection	✓ Priority	✓	✓
Co-sell with ExeQuantum	✓ Full support	✓	✓ Priority
Technical enablement & certification	✓ Dedicated onboarding & certification	Advanced	Advanced + Train-the-Trainer
Solution listing & co-marketing	✓ Co-branded materials, joint PR	Joint assets	Joint assets + PR
Sandbox & roadmap previews	✓ Early access	✓	✓ Early
POCs & pilot support	✓ Full engineering & presales backing	Joint POCs	Joint POCs + onsite

L2/L3 engineering access	✓ Priority SLA	✓	✓ Priority
Sovereign/on-prem licensing access	✓ Full access	✓	✓
MDF eligibility	✓ Allocated budget	Case-by-case	Allocated budget band
SLAs & escalation paths	Premier (fastest)	Enhanced	Premier

How We Work Together

Partnerships follow a clear workflow:

1. **Qualify & Register:** Submit opportunity details to protect your lead.
2. **Discovery & Scope:** Joint workshops to identify algorithms, deployment models, and compliance requirements.
3. **Solution Design:** Tailored for cloud, VPC, on-premise, or code-handover.
4. **Pilot / POC:** Joint testing with defined success criteria.
5. **Contract & Deliver:** Partner-led deployment with ExeQuantum backing.
6. **Operate & Expand:** Ongoing SLA, updates, and co-selling.

Compliance & Security Posture

ExeQuantum operates under an ISO 27001-certified Information Security Management System. This certification gives partners immediate credibility when responding to customer RFPs or compliance checks.

Additional guarantees include:

- No retention of customer private keys or secrets.
- Auditable versioning of all cryptographic primitives.
- 24/7 escalation and incident response channels.

Enablement & Marketing

We invest in partner success through:

- Structured training and certification (sales, technical, delivery).
- Co-branded solution briefs and campaign support.
- Access to sandbox environments and roadmap previews.
- Joint PR opportunities and case study development.

Getting Started

To begin, simply:

1. Sign a Partner NDA and Agreement.
2. Select your tier (White Label, Integration, or Reseller).
3. Complete enablement sessions.
4. Register your first opportunities.

From there, our partner team will guide you through POCs and joint marketing to accelerate time-to-market.

Appendices

Appendix A: Partnership Tiers Comparison (table format)

Appendix B: Deal Registration Template

Appendix C: Example Sovereign Deployment Patterns

Appendix D: Training & Certification Paths