



YubiNation Partners

Advance your security mission as a trusted advisor as part of Yubico's Global Channel Program

Partner with Yubico, inventor of the YubiKey, to deliver the gold standard in phishing-resistant MFA—stopping AI-driven cyber threats and making secure login easy for everyone.

Relying solely on username and password security puts enterprise data at risk

Catastrophic security breaches top world headlines every day, and for good reason. A single corporate security breach costs an average of \$4.4M,¹ with phishing and stolen or compromised credentials the two most common initial attack vectors. As a result, IT organizations cannot rely exclusively on passwords to protect access to corporate data. Adopting stronger employee and customer authentication is essential to avoiding risk and becoming the next target.

Yubico—proven security leadership

Today, over 30% of the Fortune 500 and 18 of the top AI companies use YubiKeys to secure their workforces and end users. Large, trusted brands such as T-Mobile, Cloudflare and Maire Group have deployed YubiKeys companywide to secure their workforce and wider ecosystem, and even go passwordless. These milestones are redefining what excellence looks like in modern authentication and securing digital identities. For partners, that customer success translates into real opportunity. Partnering with Yubico means bringing the industry's leading authentication solutions and services to your customers, helping them secure, operate, and remediate risk at speed and scale. You get a highly trusted brand that helps you lead the way as a modern and trusted advisor, shortens sales cycles, and drives recurring revenue.

The **YubiNation Partners** program features four partnership tiers—**Platinum, Gold, Silver and Bronze**, all designed to recognize growing levels of technical expertise, investment, and collaboration. Each tier represents a deeper level of partnership, with defined enablement and benefits.



Grow faster with Yubico—Accelerate your business with trusted Identity Security

Accelerate your impact in securing digital identities in the age of AI. Yubico solutions, such as the YubiKey, is a product customers know, ask for, and love, delivering impact for them and growth for your business.

The Yubico Global Channel Program—**YubiNation Partners** — is designed to grow with you, helping you deepen your authentication expertise, expand your portfolio, and capture more demand in a fast-moving market. As a Yubico partner, you get the training, resources, and joint go-to-market support to deliver faster outcomes, stand out from the crowd, and build lasting, recurring growth, all through a program that flexes to match your capacity and ambition.

Flexible Selling Built to Amplify your Business

- Gain access to tier-based incentives tied to partner performance.
- Receive recognition and rewards for both sales and service excellence.
- Equip your teams with demos, ROI tools, and customer-ready content.
- Build expertise that helps you win more opportunities with Yubico.
- Gain access to the Yubico Partner Portal, campaign kits, and marketing best practices.



Partnership tiers in detail and what it unlocks

Bronze

Building your Foundation

Get started in the Yubico Global Channel Program. Partners in this tier are building their Yubico expertise, learning how to operationalize authentication security for customers, and accessing core enablement tools to deliver value fast, to your teams, your customers, and your prospects.

Benefits unlocked: Faster ramp up for your teams through hands-on enablement, smarter sales plays backed by access to the Yubico Academy that offers training, certification and tools, the ability to deliver secure, high-impact outcomes from the start to help you win more business and support from your local Distributor.

Silver

Expanding your Impact

This tier is for partners actively selling Yubico products and enabling internal resources to support measurable customer success. Yubico works closely with Silver partners to build pipeline and drive performance, deepen technical and sales alignment, and expand market visibility through joint sales and go-to-market motions.

Benefits unlocked: As a Silver partner, you unlock meaningful ways to stand out and grow. You'll have access to the Yubico Academy, support from Yubico Channel Managers and support from your local distributor. You will also gain access to Yubico Channel SEs, access to MDF through your distributor, be listed on Yubico's Reseller Locator, along with lead sharing, co-sell support for 200+ user deals, invitations to Yubico Channel Summits and discounted keys for internal use.

Gold

Accelerating at scale

Gold partners are high-performing collaborators who consistently deliver results and are actively expanding their authentication security practice. They invest in enablement, build repeatable go-to-market motions, and deepen alignment with Yubico across pipeline, marketing, and technical readiness.

What this unlocks: Gold partners have access to key deal incentives, a dedicated go-to-market team, hands-on support across sales, marketing, and technical enablement. You get all the benefits of the other two tiers plus priority access to MDF, along with NFR allocations of up to 25 keys/quarter, and tailored enablement sessions, all designed to help you accelerate at scale.

Platinum

Leading the way

This is our top tier, built for partners who consistently deliver impact and demonstrate deep authentication security expertise. These partners invest in enablement, innovation, and strategic alignment with Yubico, earning access to the highest level of benefits, visibility, and joint planning. Together, we go beyond resale to shape the future of securing digital identity.

Benefits unlocked: Platinum partners get it all, the strongest deal incentives, a dedicated go-to-market team, and hands-on support across sales, marketing, technical and services enablement. You get all the benefits of the other three tiers plus direct access to MDF, along with NFR allocations of up to 50 keys/quarter, and tailored enablement sessions, all designed to accelerate mutual growth and long-term success. You are also invited into exclusive strategic Yubico events and business planning sessions throughout the year with opportunities to speak at these events alongside your customers, and amplifying your pioneering and leading spirit in modern cybersecurity.

Your Path to Partnership Success with Yubico

At Yubico, we believe the strongest partnerships are built on momentum, the more we build and work together, the more you unlock.

If you're a value-added reseller, you can start your Yubico journey in three simple steps:

- Sign up with an authorized Yubico distributor in your region
- Submit your [Partner Application](#)

 **YubiKeys deployed in:**

19 of top 20 technology companies*	9 of top 10 financial services companies*	8 of top 10 retail companies*
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 WATER RESISTANT	 CRUSH RESISTANT	 MADE IN US & SWEDEN
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*As defined by Forbes Global 2000, excluding China-owned companies.

Benefits	Bronze	Silver	Gold	Platinum
Deal registration discount		✓ (increased)	✓ (increased)	✓ (highest)
Access to Yubico Academy	✓	✓	✓	✓
Local Distributor Support	✓	✓	✓	✓
Receive YubiNation Partner - Channel Pulse Newsletter	✓	✓	✓	✓
Invitation to monthly YubiNationPartner enablement webinars	✓	✓	✓	✓
Listed on Yubico Partner Locator	✓	✓	✓	✓
Self-service co-marketing	✓	✓	✓	✓
Market Development Fund Eligibility		✓ Access	✓ Priority access	✓ Direct access
Yubico Channel Manager support		✓	✓	✓
Yubico Channel Sales Engineer support		✓	✓	✓
Lead sharing		✓	✓	✓
Co-sell support: 200+ users		✓	✓	✓
Discounted keys for internal use		✓	✓	✓
Invitation to annual Yubico Channel Strategy Summits		✓	✓	✓
Tailored enablement sessions			✓	✓
Access to Professional Services Certifications			✓	✓
NFR allocation			✓ (up to 25 keys/quarter)	✓ (up to 50 keys/quarter)
Strategic Event invites / Sponsorship eligibility			✓	✓ (priority access)
Invitation to Yubico Sales Kickoff				✓
YubiKey as a Service leads and co-sell support				✓
Professional Services leads				✓

With Yubico, and as part of the **YubiNation Partners** program, our partners amplify the expertise they already bring—delivering identity security with greater clarity, speed, and scale. Together, we make it easier for customers to adopt phishing-resistant authentication and protect every user, everywhere. The result is simple: trusted partners driving predictable outcomes, measurable impact, and stronger security at every stage of deployment.

Get started as a Yubico partner: [Learn more](#)

