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XPN Partner Program: OEMs

Secure-by-design
connectivity for the
digital energy ecosystem

Building trust for a connected world.

Contents

Executive summary

Intertrust's XPN Partner Program equips OEMs with the technical capabilities and integration support to embed secure, trusted connectivity directly into energy and IoT products.

By integrating XPN's device-native trust layer, partners reduce VPP integration friction, meet cybersecurity requirements, and differentiate in the growing energy flexibility market.

As energy assets scale across homes, buildings, and transportation, OEMs are uniquely positioned to integrate security and connectivity at the source.

Challenge

OEMs face mounting pressure: VPP operators demand secure connectivity but each has different requirements, creating costly fragmentation.

Cybersecurity regulations are tightening, custom integrations drain resources, and customers expect devices to work across multiple programs without vendor lock-in. Without standardized device-native security, OEMs risk being locked out of the market.
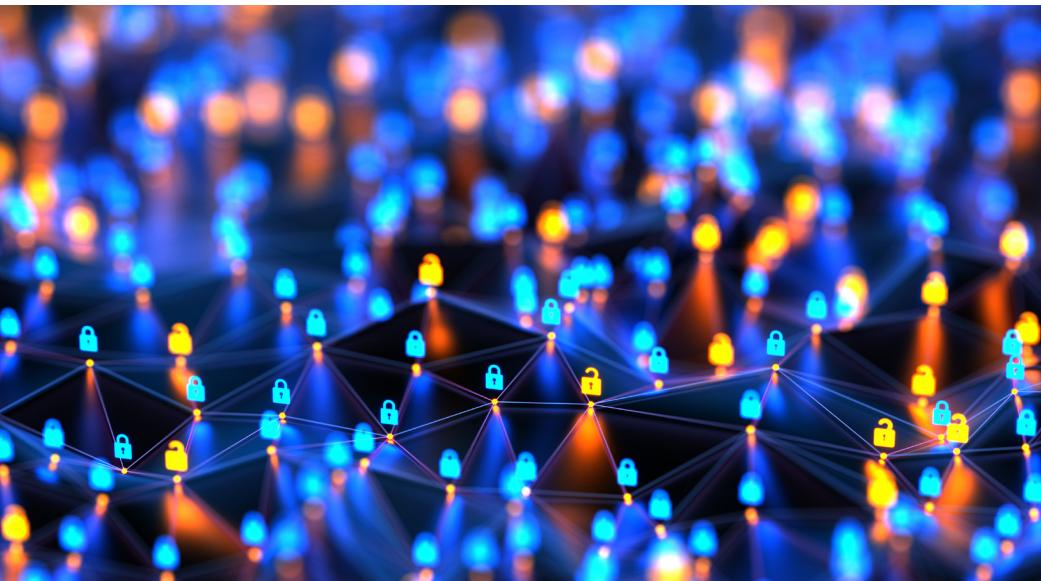
"Different energy assets and technologies lack a common cyber and data security framework."

Energy Central - Benefits and Challenges of Virtual Power Plants (2023)

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Why integrate XPN?

XPN establishes trusted sessions, authenticates identity, securely exchanges telemetry, and delivers authorized commands across untrusted networks and mixed IT/OT environments.

It protects data authenticity and integrity by signing at the source, supports optional encryption for privacy, and ensures command authorization for safe device control.

XPN is designed to be an OEM-sanctioned security layer, enabling secure communication across diverse environments and networks.

By integrating XPN, OEMs can deliver products that are:

• **Secure-by-design for critical energy infrastructure use cases**

• **Flex-ready, enabling trusted participation in DER flexibility programs**

• **Easier to deploy at scale, across operators, markets, and ecosystems**

• **Compliant and aligned with evolving cybersecurity and interoperability standards**

This approach improves resilience and reduces complexity for OEMs and the broader ecosystem by ensuring trust is established at the device, not assumed from the network.
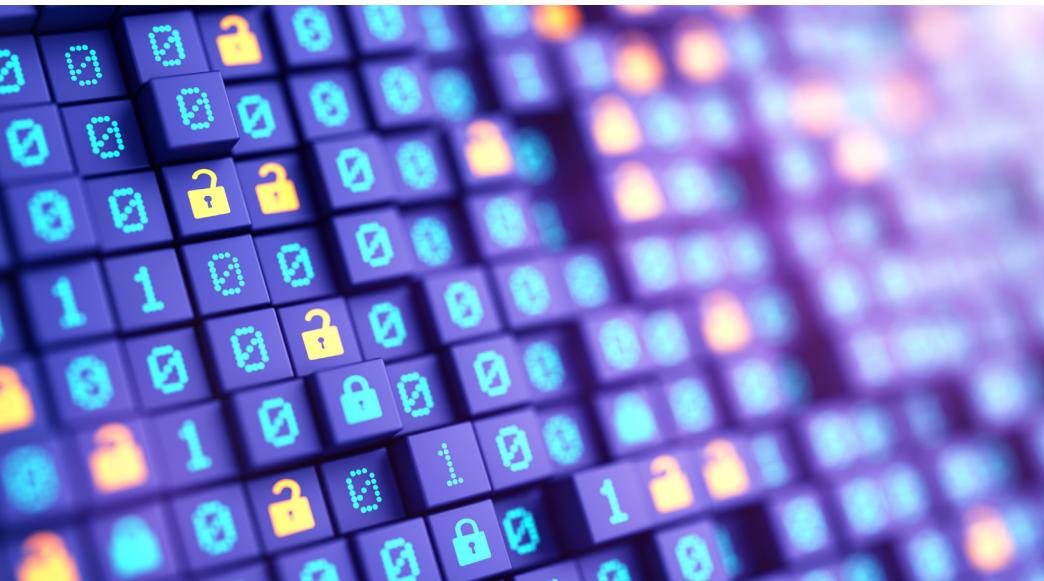
"Every IoT device requires a cryptographically verifiable identity that enables authentication and authorization throughout its lifecycle."

Device Authority – IoT Security Framework (2025)

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Commercial benefits of joining the program

The XPN Partner Program is designed to support OEM commercial success—not only technical enablement.

OEM commercial value

Integrating XPN can help OEM partners:

- Reduce friction for adoption by VPP operators and ecosystem partners

- Accelerate time-to-deployment by enabling standardized integration pathways

- Differentiate products with embedded security and trusted connectivity

- Strengthen competitiveness in regulated and security-sensitive markets

- Support long-term scalability without dependence on fragile bespoke integrations

Connectivity value

Incorporating XPN enables partners to:

- Interoperate with any service provider or flexibility platform by enabling a consistent device-to-service trust layer

- Simplify integration across programs and markets by reducing fragmentation in connectivity models

- Scale security as deployments grow using end-to-end protected data exchange across heterogeneous networks.

- Support safe edge control through authorized command delivery to devices, enabling trusted flexibility participation and operational control use cases.

Ecosystem value

OEM-native XPN integration helps the market scale more efficiently by reducing:

- Integration cost and long-term maintenance overhead

- Fragmentation across device and platform connectivity models

- Cybersecurity exposure in distributed environments

Our goal is to make XPN integration practical, scalable, and commercially meaningful.

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What partnership looks like

We work flexibly with OEM partners to align technical integration with your product roadmap and commercial objectives.

How we work together

The XPN Partner Program supports multiple collaboration models depending on product roadmap and market timing, including:

- Product integration (embedding XPN into OEM product lines)
- Joint technical validation and integration planning
- Co-development workstreams where product tailoring is required
- Go-to-market alignment to support customer demand and deployments

Our goal is to make XPN integration practical, scalable, and commercially meaningful.

We tailor the partnership model to your business needs—not the other way around.

Expectations

When commercial opportunities emerge, partner availability is critical to converting market interest into successful deployments.

When a commercial opportunity arises, we typically expect OEM partners to:

- Assign a clear commercial owner and technical point of contact
- Provide timely availability for scoping, validation, and delivery planning
- Support joint customer engagement where OEM confirmation is required
- Align on realistic milestones from evaluation to production deployment

This ensures we can move quickly and professionally when opportunities materialize.

Market opportunities move quickly; partner availability and execution readiness are what convert interest into deployments.

Next steps

If you are an OEM looking to embed secure-by-design connectivity into products supporting the Virtual Power Plant ecosystem, we would welcome a discussion.

We typically begin with a short alignment session to confirm:

- product scope and integration test
- timeline and commercial objectives
- near-term opportunities and partner fit
- quickly and professionally when opportunities materialize.

Don't wait for RFPs—early engagement positions you for the next wave of VPP deployments.

Contact us today to schedule a consultation and learn how Intertrust XPN partner program can help benefit you.

Learn more at:
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