

ingenico

PARTNER IN
PROGRAM



Partner Program Brochure

Moving Commerce Forward

ingenico

What is PartnerIN ?

Partner with a leader in the payment industry

You want to work with a company that is a leader in the payments industry – one that has a solid foundation and a forward vision to meet the needs of merchants and consumers. What's more, the company must understand the value you can offer, and the support required for a strong, profitable partnership.

Ingenico, Leader and Innovator. Over the past 40+ years, we have continuously led our industry, constantly shaping innovative payment solutions with the best levels of security. Ingenico has become the undisputed global leader in

in-store payment acceptance, and the trusted partner of long-term industry players and newcomers alike. More than 40 million merchant locations across the globe are now powered by our terminals, solutions and services, and our technology impacts hundreds of millions of consumers, every single day. None of this has happened by chance, of course.

Our global PartnerIN Program has been designed to help our Partner community – acquirers, payment service providers, solution integrators, ISVs, technology companies, value-added resellers, distributors – expand

their business and better support for their digital payments needs. Partners are supported with pre and post sales technical, marketing, business, and go-to-market resources, including access to 'Partner Central', a persona-based business portal which opens to a wide range of tools, and knowledge to help their businesses grow better and open new possibilities.

Partners can choose between two tracks – the Business Partner Program and the Solution Partner Program – depending on their level of investment and the benefits that make the most sense to them.



1,000+
Partners in payments



2,500+
Payment apps



40M
Merchant location



1st Global market leader in POS



120 Countries where our solutions are deployed



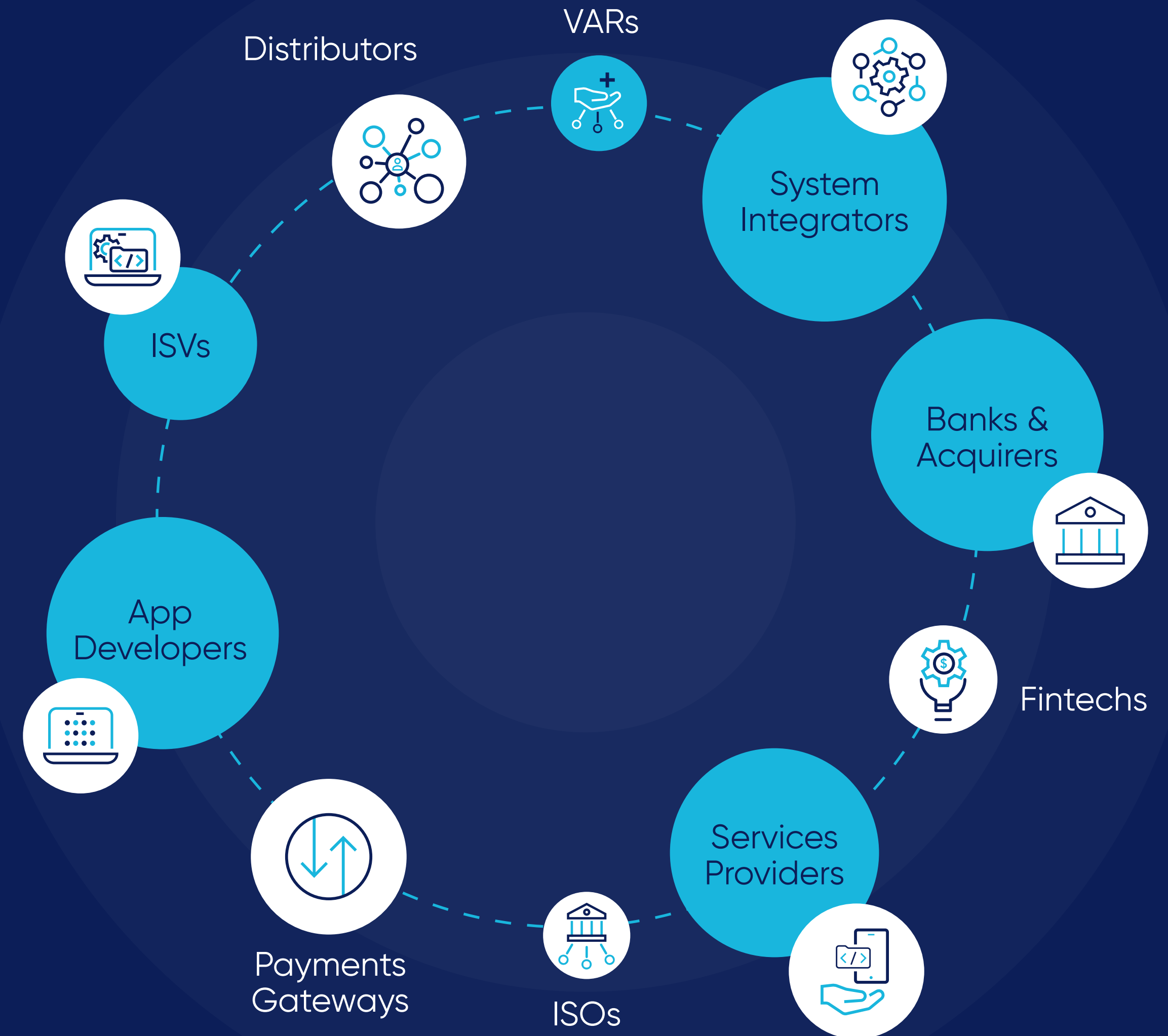
40+ Countries with our local support

Program Mission

We support our partner ecosystem with extended benefits based on partner's engagement and commitment

Our vision is to be the most trusted technology partner in the world of payments, enabling our ecosystem of partners to offer better, more flexible digital-first payment solutions to their customers and move commerce forward.

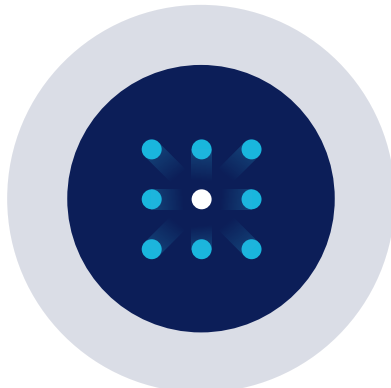
We believe that partnership, collaboration and investment are key so as to create the best payment solutions and experiences. The program was developed with our partners' success in mind and built to foster growth and quantifiable differentiation.



Our Values



Simplicity



Flexibility



Innovation



A single integrated program with streamlined onboarding and engagement processes



Recognition of local requirements and partner routes to market



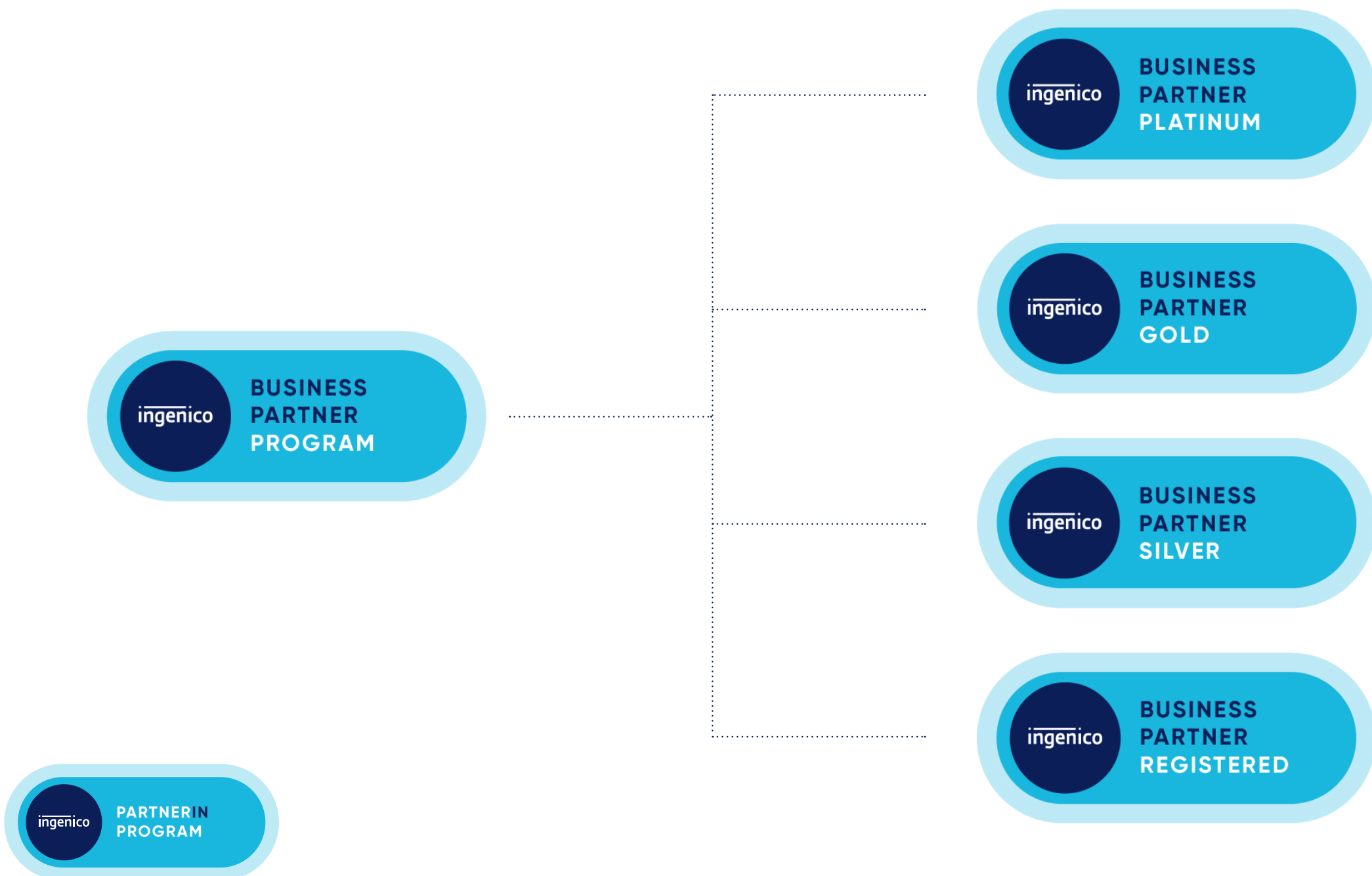
The power of technology and innovation to stand out and deliver the best digital payment experiences

Choose the program that is best for your business

The Business Partner Program is designed for companies who wish to resell or integrate Ingenico solutions in their own offerings.

The track provides our business partners with the resources to help them grow their practices and deliver the business, technology services and expertise to their customers.

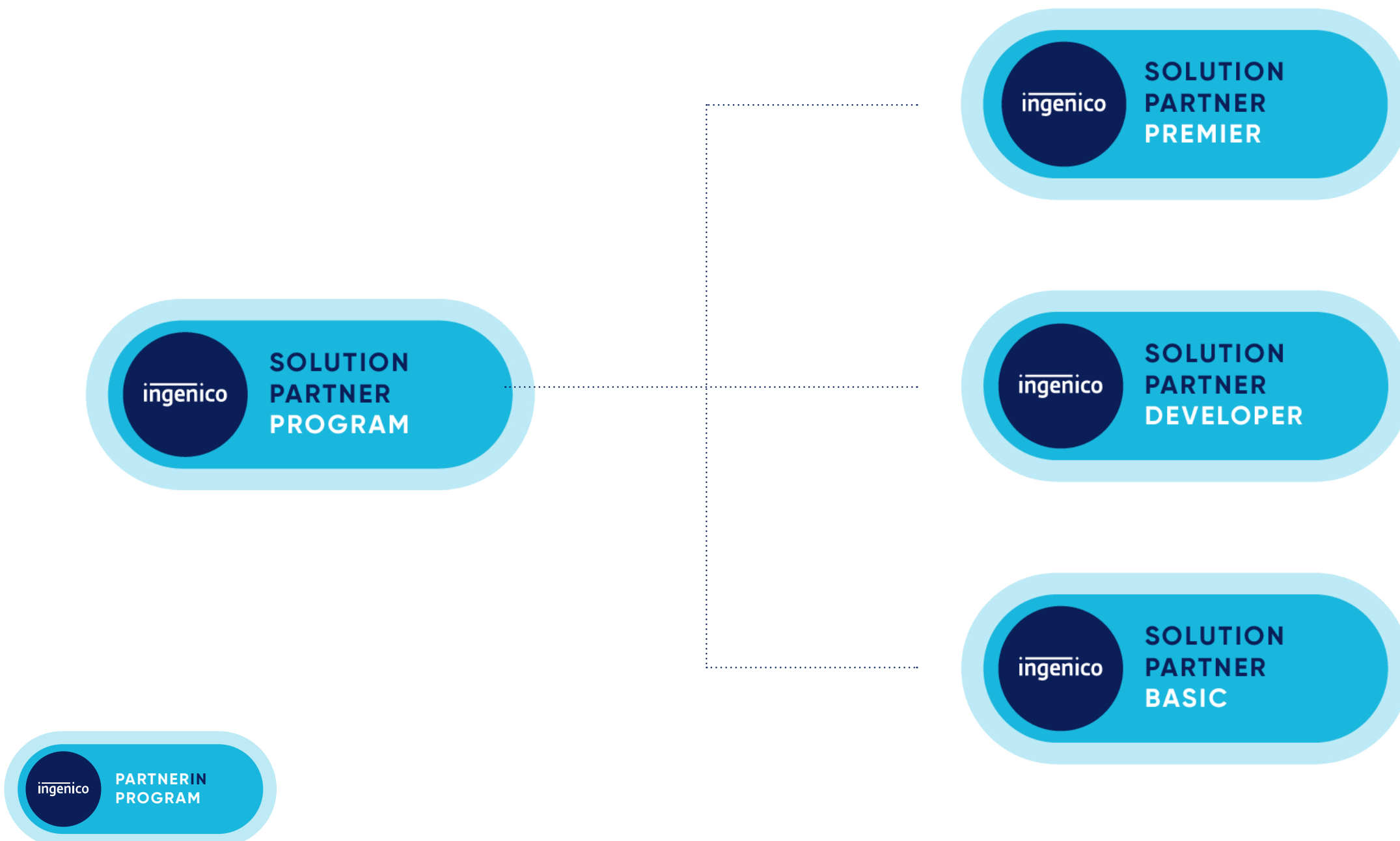
Partners can access various levels of entry to suit their business requirements and commitment levels, whether they buy directly or indirectly from Ingenico.



Choose the program that is best for your business

The Solution Partner Program is for companies who build software solutions integrating with Ingenico terminals.

Through this program, our software developer partner community can get everything they need in a single and comprehensive partner program i.e. a helpful set of resources and benefits to develop, integrate, test and deploy their applications, and also to rapidly take them to market.



Business Partner Program Track

Build your business and deliver as our Business Partner

- Be recognised as a certified expert on Ingenico solutions
Full access to valuable education resources in the Learning Zone on Partner Central.
- Accelerate your business growth.
Take advantage of our entire portfolio of marketing tools and resources to drive increased awareness, generate leads, win customers and close more deals.
- We support your revenue growth and reward your engagement.
- Join our global community of payment industry partners.
- Participate in our exclusive events and gain visibility

REQUIREMENTS

- Signed agreement and program terms and conditions acceptance
- Annual revenue targets
- Partner certifications
- Business review
- Updated public company profile
- Completed annual partner satisfaction survey

ENABLEMENT AND SUPPORT

- Access to Partner Central
- Access to Learning Zone
- Partner webinar series
- Partner newsletter
- Hardware services benefits

MARKETING AND BRAND AWARENESS

- PartnerIN branding
- Partner locator
- Lead management
- Access to Marketing EDGE
- Ingenico events sponsorship
- Global Partner Advisory Board
- Partner awards

	REGISTERED	SILVER	GOLD	PLATINUM
Signed agreement and program terms and conditions acceptance	✓	✓	✓	✓
Annual revenue targets		✓	✓	✓
Partner certifications		✓	✓	✓
Business review		✓	✓	✓
Updated public company profile	✓	✓	✓	✓
Completed annual partner satisfaction survey	✓	✓	✓	✓
Access to Partner Central	✓	✓	✓	✓
Access to Learning Zone	✓	✓	✓	✓
Partner webinar series	✓	✓	✓	✓
Partner newsletter	✓	✓	✓	✓
Hardware services benefits	✓	✓	✓	✓
PartnerIN branding	✓	✓	✓	✓
Partner locator	✓	✓	✓	✓
Lead management		✓	✓	✓
Access to Marketing EDGE		✓	✓	✓
Ingenico events sponsorship			✓	✓
Global Partner Advisory Board				✓
Partner awards				✓

Solution Partner Program Track

Build and innovate on Ingenico terminals. Integrating with our solution and/or extending the product value will help you deliver a unique value to customers.

- We help you develop and deploy your business applications.
Gain access to our software development tools, resources and support.
- Be seen where it matters.
Leverage our payment expertise to quickly build solutions that can help you achieve business value. Take a step further and showcase your solutions to the world.
- Join our global community of payment and solution partners and access our global partner newsletter and webinar series.

REQUIREMENTS

- Signed agreement and program terms and conditions acceptance
- Ingenico Service Developer Program (ISDP) acceptance
- One integration, application product or solution tested and validated by Ingenico
- Updated public company profile
- Completed annual partner satisfaction survey

ENABLEMENT

- Access to Partner Central
- Access to Learning Zone
- Partner webinar series
- Partner newsletter

BUILDING & SUPPORT

- Developer Zone
- AXIUM developer kit including support
- SDK Upgrades
- e-sign
- Publication of APK to Estate Manager platform

GO-TO-MARKET

- Partner locator
- Demo factory
- Partner solution gallery
- Marketing à la carte & Partner Program branding
- Sales Enablement
- Marketing EDGE & LEAD Management tool
- Priority offer to join local Ingenico events
- Ingenico SKO and Paytech events sponsorship

	BASIC	DEVELOPER	PREMIER
Signed agreement and program terms and conditions acceptance	✓	✓	✓
Ingenico Service Developer Program (ISDP) acceptance	✓	✓	✓
One integration, application product or solution tested and validated by Ingenico	✓	✓	✓
Updated public company profile	✓	✓	✓
Completed annual partner satisfaction survey	✓	✓	✓
Access to Partner Central		✓	✓
Access to Learning Zone		✓	✓
Partner webinar series		✓	✓
Partner newsletter		✓	✓
Developer Zone	✓	✓	✓
AXIUM developer kit including support	✓	✓	✓
SDK Upgrades		✓	✓
e-sign		✓	✓
Publication of APK to Estate Manager platform		✓	✓
Partner locator		✓	✓
Demo factory	No discount	15% discount off list price	25% discount off list price
Partner solution gallery	Yes - as Integration partner	Yes - as Preferred partner	Yes - as Premium partner
Marketing à la carte & Partner Program branding		✓	✓
Sales Enablement			✓
Marketing EDGE & LEAD Management tool			✓
Priority offer to join local Ingenico events			✓
Ingenico SKO and Paytech events sponsorship			✓





Join our Partner Program today and let us guide you towards the future of payments

With PartnerIN Program, take advantage of the power of partnering with Ingenico brand to stand out, leverage a unique payment ecosystem, and unlock new market opportunities.

Get started today with PartnerIN !

Email us at partnerin.onboarding@ingenico.com

Moving Commerce Forward

Ingenico is the global leader in payment acceptance and services. We support our customers, and their customers to do more with payments. Active in 37 countries, with over 3,500 employees we have been at the forefront of the commerce landscape for over four decades.

With more than 40 million payment devices deployed worldwide, powered by over 2,500 apps, the company is servicing the needs of millions of consumers every day. Through our advanced integrated solutions and network of partnerships, we simplify the world of payments and bring value added services to move commerce forward.