



Partner Program Brochure



Let's shape the future of payments together





1,000+
partners in payments



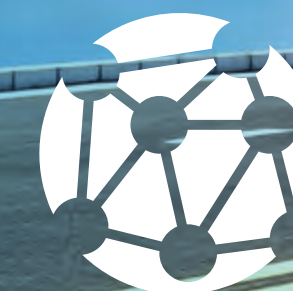
#1 global POS
market leader



35m installed
merchant terminals



300+
payment methods



Local support
in 40+ countries



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.

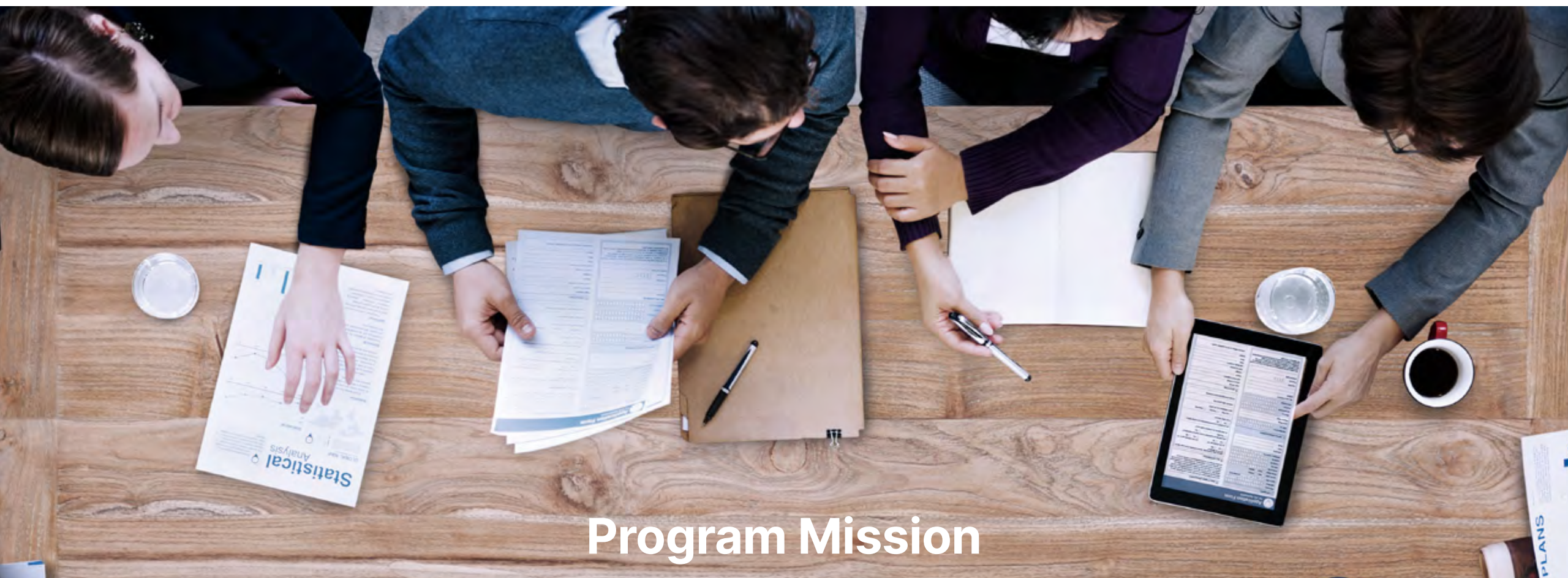
Ingenico, a Worldline brand, is that Leader, Innovator, Partner. Over the past 40+ years, we have continuously led our industry, constantly shaping innovative payment solutions with the best levels of security. Ingenico has become the undisputed global leader in in-store payment acceptance, and the trusted partner of long-term industry players and newcomers alike. With more than 35 million installed merchant terminals across the globe, our solutions, services and technology impact hundreds of millions of consumers, every single day. None of this has happened by chance, of course.



What is PartnerIN?

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.



Program Mission



We support our partner ecosystem with extended rewards based on partner’s engagement and commitment



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

A single integrated program with streamlined onboarding and engagement processes



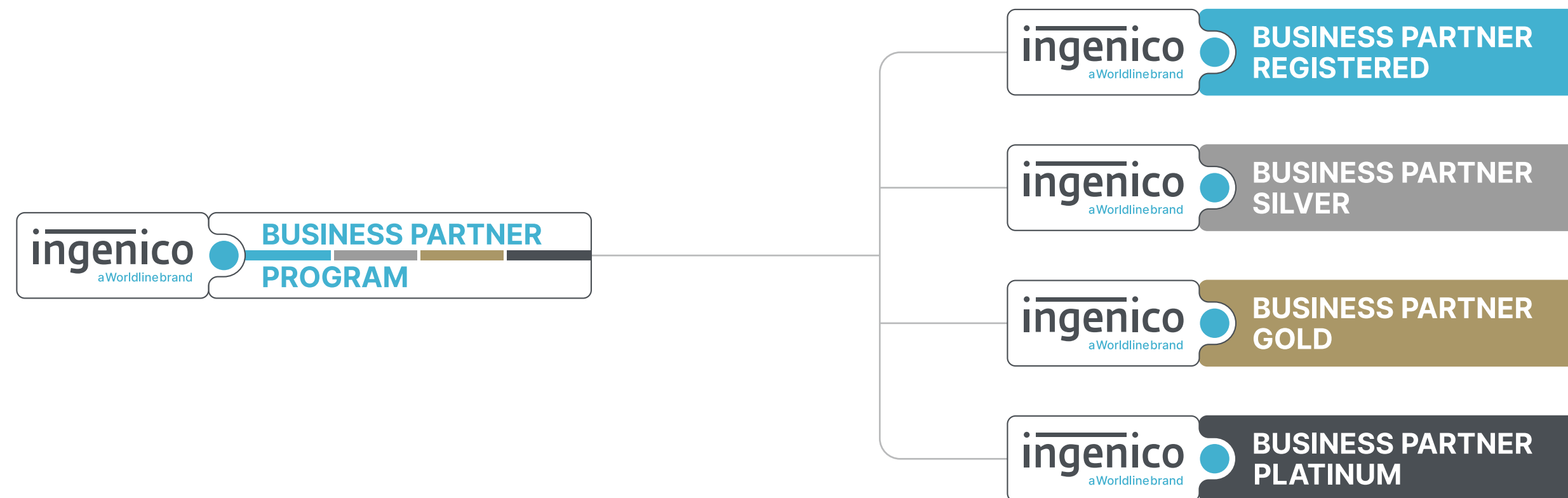
Flexibility

Recognition of local requirements and partner routes to market



Innovation

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



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 or the PPaaS platform.

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



Detailed benefits
and requirements

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.
Get access to market development funds and various incentive benefits.
- **Join our global community** of payment industry partners.
- **Participate in our exclusive events** and gain visibility.

Business Partner Program Track



REQUIREMENTS	Registered	Silver	Gold	Platinum
Signed agreement and program letter acceptance	✓	✓	✓	✓
Annual revenue thresholds	–	✓	✓	✓
Individual Partner certifications	–	✓	✓	✓
Business review	–	✓	✓	✓
Updated public company profile	✓	✓	✓	✓
Completed annual partner satisfaction survey	✓	✓	✓	✓
ENABLEMENT AND SUPPORT				
Access to Partner Central	✓	✓	✓	✓
Access to Learning Zone	–	✓	✓	✓
Demo kit program	✓	✓	✓	✓
Partner webinar series	✓	✓	✓	✓
Partner newsletter	✓	✓	✓	✓
Hardware services benefits	✓	✓	✓	✓
FINANCIAL BENEFITS				
Shared market development funding	–	–	Per marketing Plan	Per marketing Plan
Value Incentive Program	–	–	✓	✓
MARKETING AND BRAND AWARENESS				
PartnerIN branding	✓	✓	✓	✓
Partner locator	✓	✓	✓	✓
Lead management	–	✓	✓	✓
Access to Marketing EDGE	–	–	✓	✓
Ingenico events sponsorship	–	–	✓	✓
Global Partner Advisory Board	–	–	–	✓
Partner awards	–	–	–	✓



Detailed benefits
and requirements

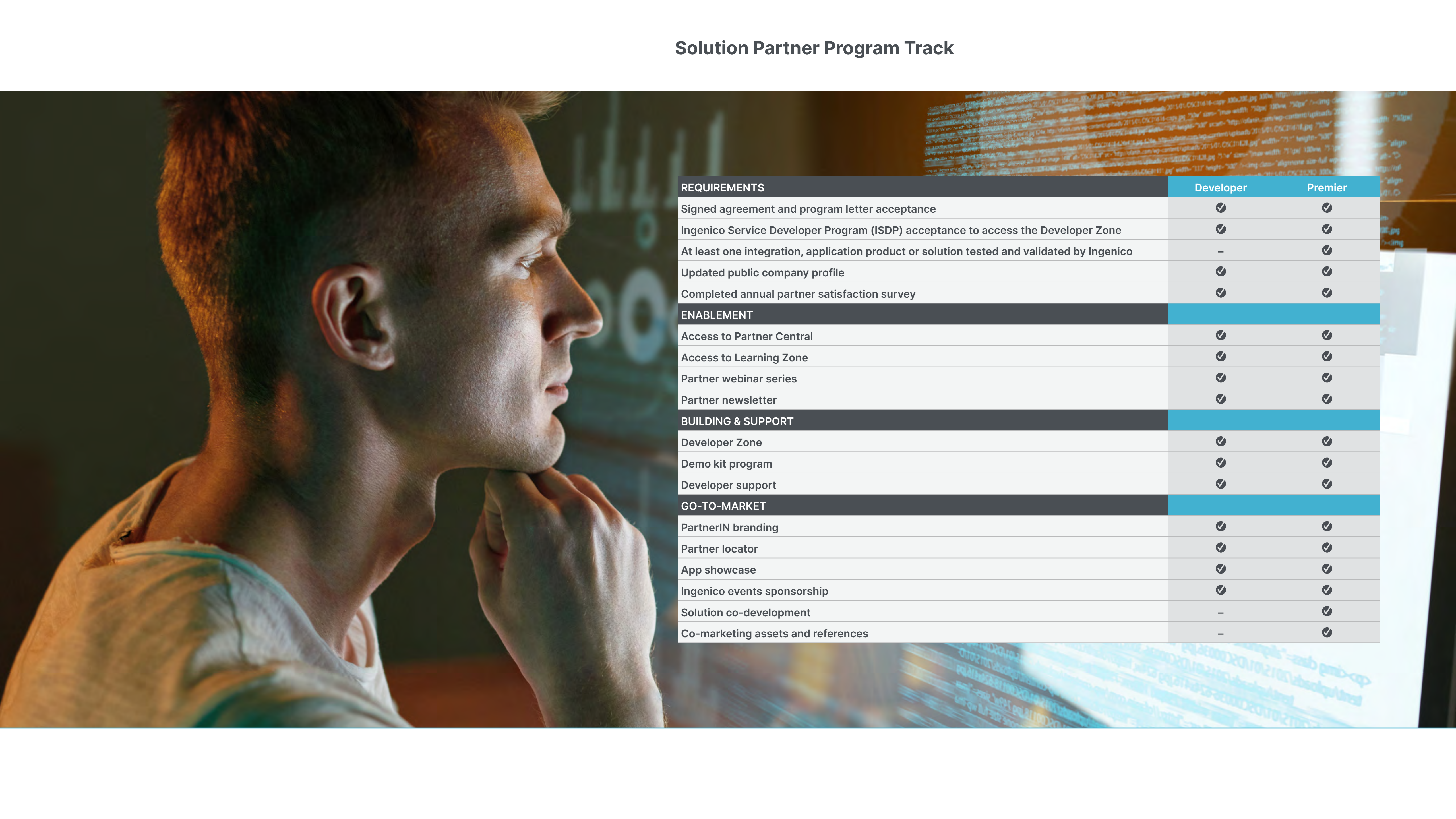


Solution Partner Program Track



Build and innovate on Ingenico terminals and PPaaS platform. 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.



Solution Partner Program Track

REQUIREMENTS	Developer	Premier
Signed agreement and program letter acceptance	✓	✓
Ingenico Service Developer Program (ISDP) acceptance to access the Developer Zone	✓	✓
At least 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	✓	✓
Demo kit program	✓	✓
Developer support	✓	✓
GO-TO-MARKET		
PartnerIN branding	✓	✓
Partner locator	✓	✓
App showcase	✓	✓
Ingenico events sponsorship	✓	✓
Solution co-development	–	✓
Co-marketing assets and references	–	✓



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

 **DEPARTURE**

P A R T N E R I N

P R O G R A M

L E T ' S S H A R E

T H E S U C C E S S

T O G E T H E R !