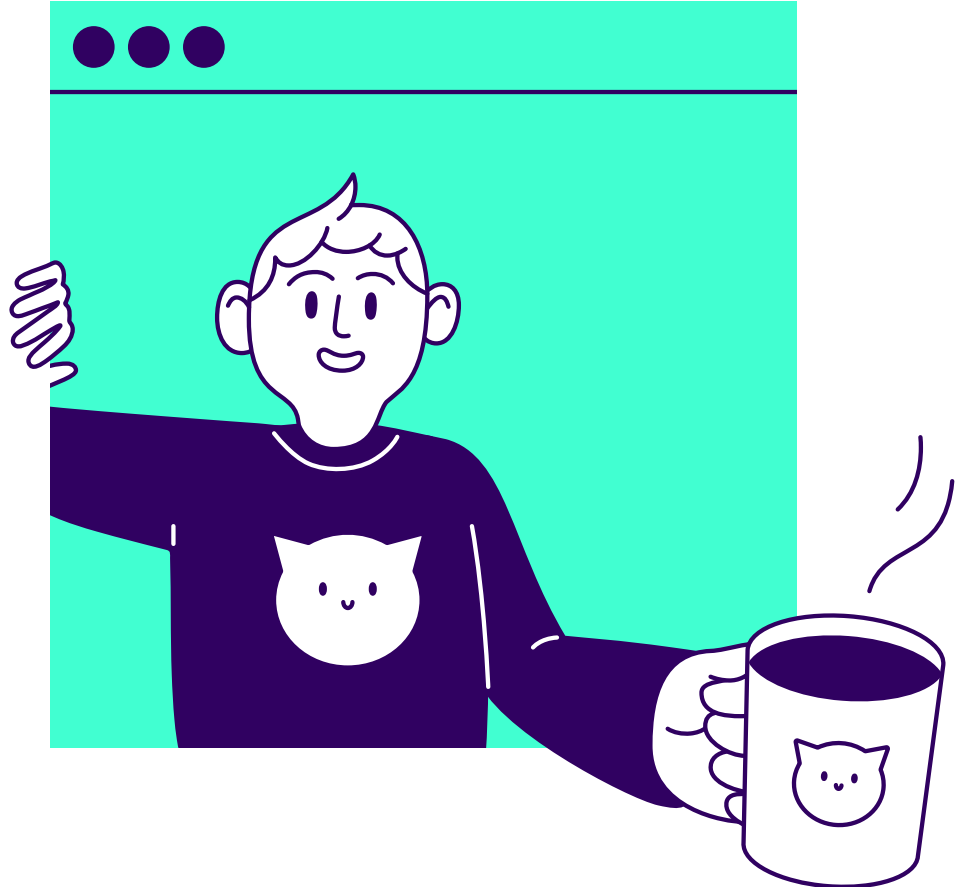




Signicat Partner Program

# Achieving success together



Partners are important to Signicat. Our partners offer a variety of products and services, and possess specialist knowledge of the markets in which they operate. They are therefore the best advisers for our customers.

That's why we are strong believers in working with partners who can deliver added value for our customers. By partnering with Signicat, you will be aligning your organisation with a world-class platform that provides your clients with a secure and easy experience now, and in the future. And, as a Signicat partner, you'll enjoy comprehensive support, so that together we can deliver the best possible value to our customers.

What benefits will you have as a Signicat partner?

## Financial

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- ✔ **Deal registration/protection:** The Deal Registration Program is designed to protect the investments you make to develop new business.

By registering business opportunities, you qualify for referral fees or discounts. The Deal Registration Program only applies to new business.

- ✔ **Referral fees:** Earn referral fees for bringing qualified opportunities to Signicat.
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Signicat will engage directly with the customer and when the deal is closed you will be eligible for a referral fee.

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- ✔ **Resale discounts:** As a Signicat reseller you will be eligible for discounts when selling Signicat services to your customers.
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- ✔ **ISV discounts:** Special pricing options are available for partners who sell standard solutions and embed Signicat services into their offering.
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- ✔ **Discounts:** Our competitive discount rates increase as you raise your Partner Program status.
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## Marketing Support

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- ✔ **Partner Newsletter:** The Signicat Partner Newsletter keeps you up to date with the latest news, including channel and Partner Program updates, product launches and developments, campaigns and sales tools.
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- ✔ **Access to Certified Partner logo and branding materials:** Logos for the various partner levels are available for use on websites and business cards, and in e-mail signatures.
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✔ **Access to Sales and Marketing Collateral Library:** For marketing support, partners have access to a collection of marketing tools and collateral. We offer detailed product brochures, co-branded marketing campaigns and templates that can be used in communications with potential and existing customers.

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✔ **Joint marketing materials and activities:** We will support you in creating co-branded, customer-centric marketing materials and activities.

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✔ **Joint press releases:** We can support Platinum and Gold Partners with joint press releases. Silver and Registered Partners qualify for quotation texts that can be used in external communications.

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## Sales Support

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✔ **Demo environment:** You will get access to a pre-production version of the Signicat Platform for testing and demo purposes. Signicat can also help with efficient set-up.

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✔ **Signicat training for sales staff:** Sales training is mandatory for certification in the Signicat Partner Program. Additional training for sales staff can be arranged on request.

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✔ **Signicat-driven leads:** Platinum and Gold Partners get priority access to Signicat-generated leads when available.

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✔ **Joint tendering:** Signicat works closely with partners and provides support for RFPs/RFIs, including materials to support the design of architectures and solutions. Platinum Partners are preferred for joint tenders, but Gold Partners are also eligible.

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✔ **Joint account management:** On request, our account managers can assist with presentation of the Signicat Platform to your clients.

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## Technical Support

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✔ **Partner technical support:** Platinum Partners have 24/7 access to a support team, including the option to escalate.

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✔ **Signicat training for technical staff:** Technical training is part of the certification for the Signicat Partner Program, but is also available separately on request to Platinum, Gold and Silver Partners.

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✔ **Custom software development:** In exceptional cases, Platinum Partners can request custom software development for successful new business generation. Custom software must always contribute to and be aligned with the Signicat Roadmap. It is available exclusively on request and at Signicat's discretion, following assessment on the basis of internal research and testing.

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## Business

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✔ **Minimum annual revenue requirements:** The minimum turnover that a partner needs to achieve or exceed in a calendar year is defined in the partner's Annual Business Plan.

The stated turnover is the total Signicat turnover generated by the partner over the twelve-month partnership period. It is calculated on the basis of the actual purchase prices that Significant applies to the partner. The specific definitions are set out in the Annual Business Plan.

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✔ **Quarterly Business Reviews:** Platinum and Gold Partners commit to Quarterly Reviews of Pipeline, Forecast and Development Plans.

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✔ **Annual Business Plans:** Platinum, Gold and Silver Partners commit to Annual Business Plans, drawn up in consultation with Signicat. The plans define goals, targets and commitments for the year ahead.

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✔ **Advisory Council membership:** Signicat is in the process of establishing an Advisory Council. Platinum and Gold Partners will automatically qualify for membership of the Council, enabling them to provide feedback and influence Signicat's decision-making on topics such as roadmap development and markets.

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✔ **Account mapping:** Signicat works with its partners to map customer accounts, with a view to preventing unnecessary overlap. Signicat uses customer account maps to forward active customer requests to appropriate partners.

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Benefits	Signicat Platinum Partner	Signicat Gold Partner	Signicat Silver Partner	Signicat Registered Partner
<b>Financial</b>				
● Deal Registration	✔	✔	✔	-
● Referral fee first year	upon request	upon request	upon request	upon request
● Recurring referral fee	upon request	upon request	upon request	upon request
● Resell discount	upon request	upon request	upon request	upon request
● ISV-discount	upon request	upon request	upon request	upon request
● Bonus Program (resell only)	upon request	upon request	upon request	upon request
● Discount	upon request	upon request	upon request	upon request
<b>Marketing Support</b>				
● Partner newsletter	✔	✔	✔	✔
● Access to Partner Certified logo and branding materials	✔	✔	✔	✔
● Access to Sales and Marketing Collateral Library	✔	✔	✔	✔
● Partner status mentioned on corporate website	✔	✔	✔	✔
● Joint marketing materials	✔	✔	✔	-
● Joint marketing activities	✔	✔	✔	-
● Joint press releases	✔	✔	Quote	Quote
<b>Sales Support</b>				
● Demo environment/ pre-production	✔	✔	✔	-
● Signicat training for sales staff	✔	✔	✔	✔
● Signicat-driven leads	✔	✔	-	-
● Joint tendering	✔	✔	-	-
● Joint account management	✔	✔	-	-
<b>Technical Support</b>				
● Partner technical support	✔	✔	-	-
● Signicat training for technical staff	✔	✔	✔	-
● Custom Software Configuration	✔	-	-	-
<b>Business</b>				
● Minimum annual revenue requirement	upon request	upon request	upon request	-
● Quarterly Business Reviews	✔	✔	-	-
● Annual Business Plans	✔	✔	✔	-
● Advisory Council membership	✔	✔	-	-
● Account mapping	✔	✔	-	-
<b>Certifications</b>				
● Signicat Certified Sales (when available)	3	1	1	Recommended
● Signicat Certified Technician (when available)	2	2	1	-



# Signicat

Signicat is a pioneering, pan-European digital identity company with an unrivalled track record in the world's most advanced digital identity markets. Its digital identity platform incorporates the most extensive suite of identity verification and authentication systems in the world, all accessible through a single integration point.

The platform supports the full identity journey, from recognition and onboarding, through login and consent, to making business agreements that stand the test of time.

Contact us to find out what we can do for you at [www.signicat.com/contact](https://www.signicat.com/contact)

[Talk to an expert](#)