



PARTNER PROGRAM

Making you experts at helping your customers be compliant and secure

Welcome to the PCI Pal Partner Program

Our Partner Program is a framework on which collaboration with our partners is built and offers a wide range of resources and opportunities to ensure mutual success. We strive to provide a consistent, predictable and profitable program that enables you to grow with us.

Our Partner Program caters to carriers, value-added resellers, business process outsourcers, and payment service and platform providers looking to provide their customers with PCI compliant solutions.



Our program provides solutions, resources and benefits:

- ✓ Globally accessible cloud based solutions
- ✓ Customer peace of mind
- ✓ Integrates with any tokenization service or web accessible system
- ✓ Agents not exposed to sensitive data
- ✓ Safeguards reputations and builds trust

Through robust sales and product training, exceptional marketing and sales tools, and reliable technical support, you are fully enabled to deliver proven, award winning, PCI compliance solutions to your customers.

"Thank you for your partnership. Here at PCI Pal we are dedicated to delivering a program that allows you to capitalize on the latest in PCI compliance and data security trends"

James Barham, CEO, PCI Pal

Benefits

		Referral Partner	Solution Provider	Integrated Partner
Financial	Resell Rights within Authorized Territory		●	●
	Opportunity Registration	●	●	●
	Referral Fee on Closed Business	●		
	Discount on License Revenue		●	●
	Discount on Professional Services		●	●
Sales & Marketing	Sales & Technical Sales Training	●	●	●
	Co-Branded Collateral		●	●
	Demand Generation Support	●	●	●
	Online Events & Webinar Access	●	●	●
	Press Release & Case Study Support			●
	PCI Pal Logo Usage	●	●	●
Services & Support	Project Management Training		●	●
	Admin & Support Training			●
	Priority Partner Support			●
General	Partner Portal Access	●	●	●
	PCI Pal Executive Sponsor			●
Technical	Co-Developed Integration			●
	Ability to white label the solution			●





Requirements

Partners join the PCI Pal Partner Program at one of three Go to Market levels designed to match your business model:

- Referral Partner (Agent, Master Agent, VAR)
- Solution Provider Partner (Telephony VAR, Systems Integrators)
- Integrated Partner (Platform providers, Carriers)

Our program allows you to start with minimal investment, offering the tools and resources to progress.

		Referral Partner	Solution Provider	Integrated Partner
Agreement	Referral Agreement	•		
	Reseller Agreement		•	•
Compliance Requirements	Ethics & Compliance Training for Partners		•	•
	Due Diligence Questionnaire (Upon Request)		•	•
Marketing Requirements	Partner Profile	•	•	•
	Joint Marketing Plan		•	•
Training Requirements	Sales	•	•	•
	Pre-Sales		•	•
	Project Management		•	•
	Admin & Support			•
Revenue Requirements	Minimum Order Volume		•	•
	Minimum Transactions (New Logo)		•	•
Sales & Reporting	Monthly Forecast Reports & Updates		•	•
	Quarterly Business Reviews		•	•

What Our Partners Say

"PCI Pal has further enhanced our strong portfolio of PCI solutions by providing a fully assisted service for customers taking telephone payments. PCI Pal's technology is all cloud-based and compatible with the latest advances in VoIP telephony. This enables Pay360 to offer unrivalled choice when it comes to safeguarding our customers' sensitive financial data".

Andrew Davies

*Products Development and Strategy Director,
Pay360 part of Capita Software*

"I have worked with a number of suppliers and I find the team at PCI Pal outstanding, they know their solution and where it fits the market, respond quickly and take ownership of the deliverables, which is all you need in a great supplier relationship".

David Rowlands

Director of Customer Success, 8x8

"PCI compliance is important for clients of ours who are handling sensitive card payments – by working in partnership with PCI Pal, we help them fully manage and meet the very latest data security standards, backed by PCI Pal's range of solutions and its team of specialists."

Olga Lykova

RVP of Alliances, North America, NewVoiceMedia



Partner and Customer Information

Partners agree to receiving information from PCI Pal for:

- Program administration
- Program information, including events and training opportunities
- PCI Pal related surveys and research
- Information/materials supporting resell activities

As a Solution Provider or Integrated Partner, you agree that PCI Pal may publish your organization name and address on the PCI Pal website.

Information you provide to PCI Pal in connection with customer orders or engagements is subject to the PCI Pal Privacy Policy and may be used to establish and manage customer entitlements and accounts, to provide additional information to customers regarding products and offerings, and for sales representative compensation purposes.

OUR ACCREDITATIONS



**DATA SECURITY
SOLUTION PROVIDER
OF THE YEAR**



GET IN TOUCH

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