



Interswitch
**Technical
Service
Partner**



The value of the Interswitch Technical Service Partnership

Interswitch Technical Service Partners provide technical services to customers and Channel Partners in the Interswitch ecosystem. Segmented tiers* apply.

The Technical Service Partners collaborate with Interswitch by providing their technical skills and expertise through the Interswitch's Channel Partner network. Technical Service Partners enjoy access to training, certifications and increased earning potential, serving a wide range of clients in multiple industries.

Our Technical Service Partners are typically advisory firms, tech support & implementation companies whose clients depend on them for guidance on what to implement and how to implement them. The Interswitch Technical Partner Program allows partners render professional services and make recommendations that clients would appreciate and pay for.

Because we offer a solid platform for doing structured work, our Technical Partners can access data, tools, process packages and related offerings that enable them create their own planning documents, bills of

materials & estimates, benchmark reports, project implementation inputs, and quality assurance documents that help run client projects smoothly.

We enable our Technical Service Partners play in the full spectrum of service provision from upstream activities like **concept development**, to mid-stream activities like **solution design & architecting**. Partners also play in downstream delivery-related work like full blown **project implementation**, complemented by enabling the delivery of **ongoing technical support** to clients. Working with Interswitch enables the provision of **credible solutions and services** to clients.



“ The world has fallen in love with Digital Payments, we need strong partners to bring the solutions closer and faster .”

- Vincent Ogbunode
Chief Product Officer

*Tier 1: Premium, Tier 2: Classic+ and Tier 3: Classic.

Our Footprint Across Africa



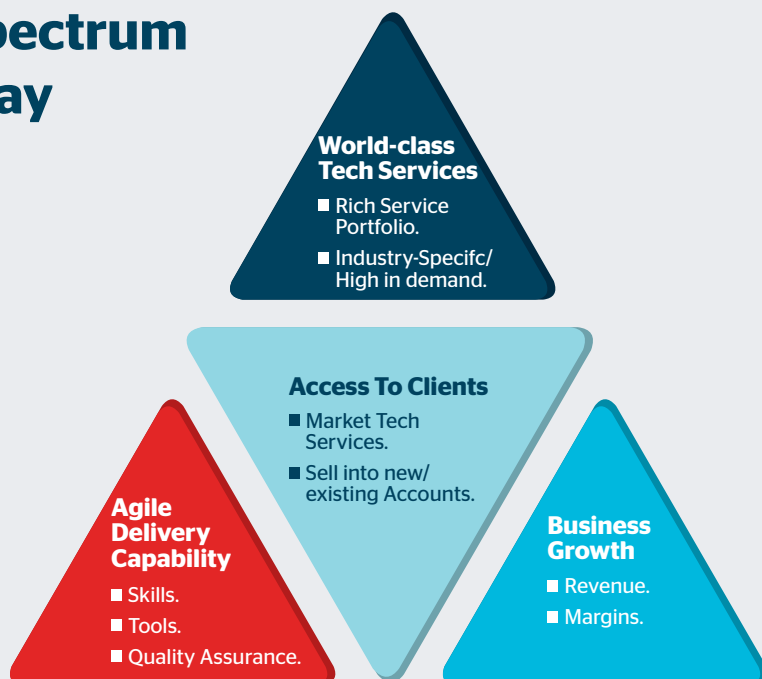
...enabling our partners play big.

HEADQUARTERS

PHYSICAL PRESENCE

PRODUCT SALES

Partner Services Spectrum Play



Earn Money Your Way

As an Interswitch Channel Partner you can earn money through:

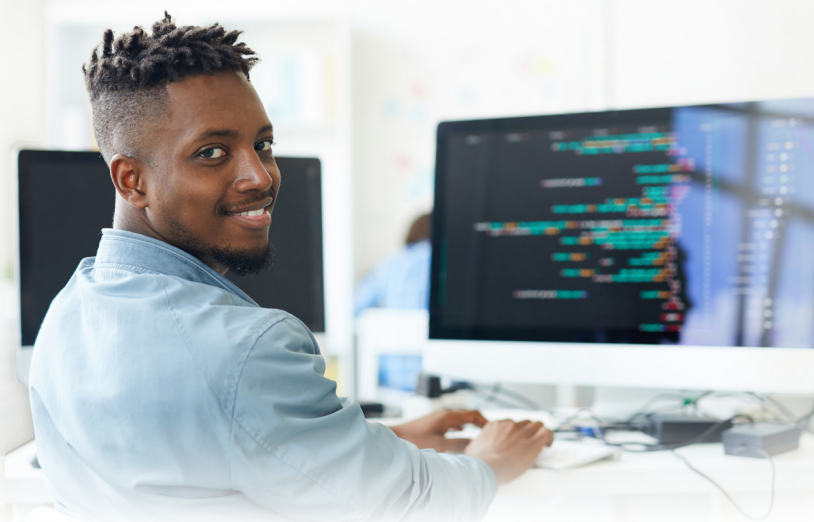
- **Commissions:**
Earned on sale of Interswitch Solutions
- **Recurring Fees:**
Transaction revenue on an ongoing basis subject to applicable terms and conditions.
- **Referral Fees:**
You bring the customers, we do the pursuit, you earn the referral fees.

Benefits Enjoyed By The Technical Service Partner

Technical Service Partners have access to:

- Multiple revenue from several earning options: we provide fees and commissions
- An avenue to attract more customers, gain wider business opportunities and coverage
- A network of viable Channel Partners
- A rich portfolio of industry leading solutions and products that are in high demand
- A well-known and trusted brand, recognisable by merchants, businesses and customers alike
- Marketing engagement and support with lead generation*
- Partner locator feature
- Extensive training
- World class customer support set up to resolve issues while you concentrate on your business

* Terms and conditions apply



Sales & Marketing Support

Sales:

- Access to sales tools
- Pre-designed sales collateral
- Pre-sales support
- Special projects pursuit
- Partner portal

Marketing:

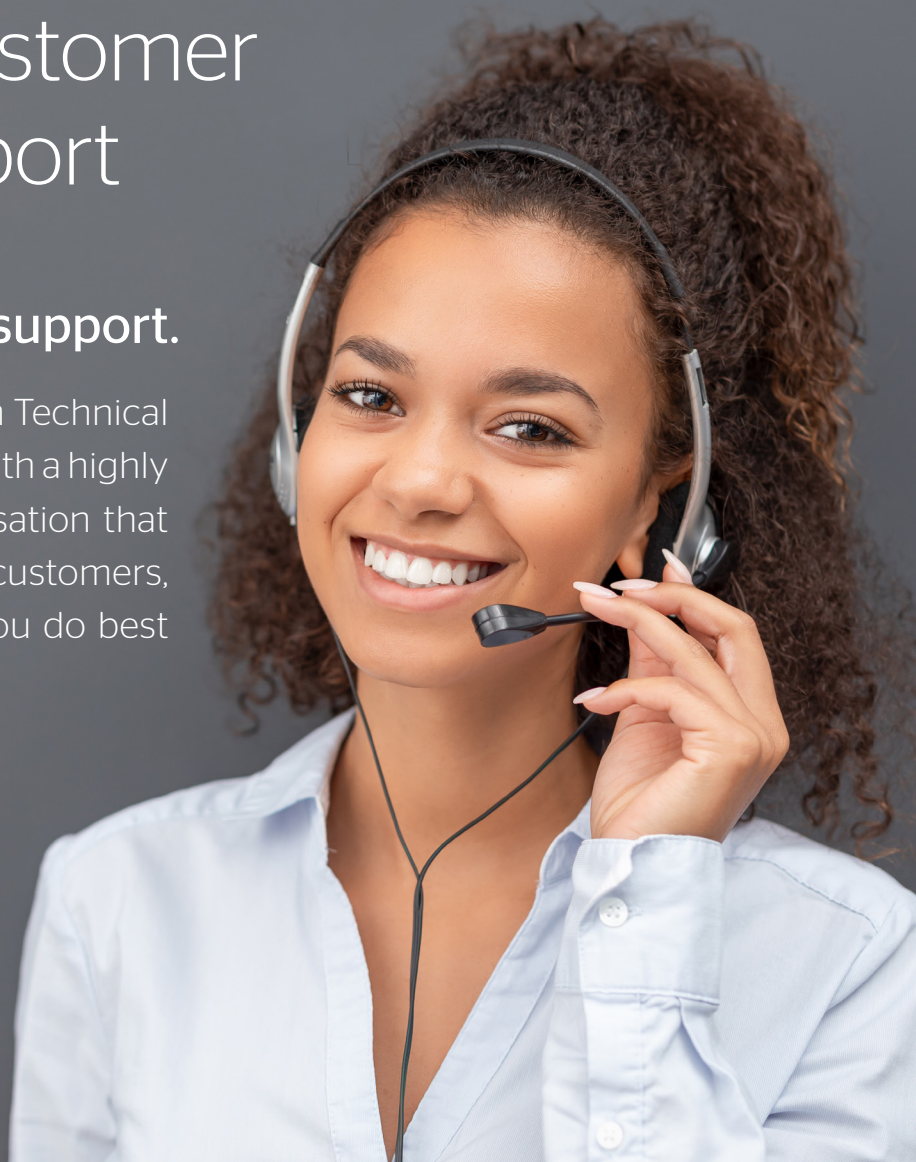
- Support with lead generation campaigns
- Marketing content & collateral
- Co-branding and joint marketing
- Bespoke guidance on content and collateral creation
- Market Development Fund (MDF)*

**Terms and conditions apply*

World-class Customer Service & Support

It's simple. You sell, we support.

When you become an Interswitch Technical Service Partner, you are backed with a highly trained technical support organisation that offers third level support to your customers, allowing you to focus on what you do best - sell solutions!



Partner Development

Key Differentiation

Interswitch commits significant investment to the development of our Channel Partners. Extensive training resources are available as virtual or face-to-face workshops and certifications that equip partners with the skills required to succeed in the electronic payments and the digital transformation space in general.

The following types of training opportunities are available to Interswitch Channel Partners:

- Business Skills.
- Sales & Customer Engagement.
- Technical Skills.
- Coaching & Handholding.
- Customer Support.

Training and Learning Pathways

Product Training

- Technical
- Sales
- Pre-sales

Certifications

- Product
- Sales
- Technical



Steps To Partnership



Succeeding Together

STEP
7

We activate the plan. Your success is our success. Our Partner Account Managers carry out periodic check-ins and deploy resources to help you achieve the plans you have for your business and our partnership.

Onboarding

STEP
6

Work with our expert dedicated team to bring you into the Interswitch Channel Partner Program. This will include training, business plan development and other resources to get you up and running quickly to achieve the desired business aspirations.

Legal Agreement

STEP
5

Once step 4 is completed satisfactorily, we sign an agreement to cement our partnership.

Profiling & Due Diligence

STEP
4

Both parties conduct due diligence based on the information provided. This process includes the mandatory Know-Your-Customer (KYC) checks necessary for companies operating in the digital/electronics payments fields.

Solution Requirement Validation

STEP
3

The formal application step starts when you fill out and submit an application form indicating your intention to join our global network of successful entrepreneurs and organisations doing business with Interswitch. This will provide us with the primary set of information to start performing due diligence.

Required Solution

STEP
2

This is where the prospective partner chooses which solution works best for their business.

Expression of interest

STEP
1

Establishing a business partnership begins with a show of interest from either party. This can come from the prospective partner or Interswitch. The partner would identify which of the partnership types would be the best fit for their business structure and objectives.

We Value the Human Touch

■ Dedicated Relationship Managers ■ Partner Account Managers ■ Executives that are accessible

Contact Us Today



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