

# Netgiro Channel Partner Program



## Strengthen Your Sales Offering with Online Payments

Today more and more companies want to move into the e-commerce arena or extend their current offerings to new markets. However, the complexity involved in accepting online payments places great demand on a company: technology, security, banking partnerships... these all have to be mastered and smoothly integrated.

Since most companies aren't e-commerce specialists, they appreciate having a best-in-class solution with global growth potential. As a Netgiro Channel Partner you can come to their rescue with a payments solution that delivers quick implementation and speed-to-market.

### A Growing Revenue Opportunity

When you offer payment services, you earn revenue on every online transaction your customers process. With the broad reach of the Netgiro solution — and the continuing strength of global e-commerce — you'll be adding an additional revenue stream with high growth potential.

### Channel Partner Programs to Suit Your Business

As a Netgiro partner you can add online payments to your offering and integrate it into your product as a high-value add-on. You'll receive all the information you need to present a compelling sales message about the benefits of your online payments solution. Netgiro offers two partner programs:

- > **Netgiro Reseller Program** You resell the solution as a white label product. You remain your customers' point-of-contact from initial sale to signing of agreement, through integration and support. Netgiro stays behind the scene while providing all the support you need to be successful.
- > **Netgiro Referral Program** You integrate the payment solution as a Netgiro product and refer your customers to Netgiro who will finalize commercial discussions and product configuration. You remain your customers' point-of-contact — Netgiro provides customer support when payment expertise is necessary.

### Summary of Benefits

- > Additional revenue opportunity for your business
- > Stronger relationships with existing customers
- > Global payments solution delivered by an industry leader
- > Out-of-the-box convenience for your customers
- > Access to bank connections and advanced reporting without investing in a large development project

**Complete your offering with Netgiro electronic payments and become a more valuable partner for your customers.**

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# Global Reach. Global Opportunity.

## Global Portfolio of International and Local Payment Methods

Merchants will be able to accept all major credit card brands as well as local debit and credit cards in markets worldwide — Netgiro has relationships with local card acquirers already in place. Netgiro also supports alternative payments such as e-wallets, real-time Internet bank payments, direct debit, local bank transfers and checks.

## Global Currencies

Netgiro gives merchants the ability to accept payments in most global currencies. This maximizes conversion rates by increasing customer confidence in a site and in a product's value.

## Fraud Prevention

Netgiro maintains advanced fraud protection technology that protects merchants and their buyers from costly cyber fraud. Our fraud prevention engine helps you to recognize and block orders that contain fraudulent data.

## Detailed Reporting

Netgiro simplifies program administration with online access to reports that can be viewed online or downloaded into any preferred format. Using panoramic and drill-down views, merchants can quickly access the data they need to make informed business decisions.

## Two System Integration Choices

As a Netgiro Partner you have two integration choices. Netgiro's solution can be integrated via Netgiro Payment Page. This hosted solution offers quick, easy integration and reduces the need for PCI certification. Customer data never touches merchants' systems, saving them the time and money they'd have to spend on in-house PCI certification.

PCI-certified partners can also choose a standard API integration. You'll be able to combine Netgiro's solution with an existing payment solution, to integrate it with an ERP system or to create any tailored integration.

## Netgiro is one of the most experienced and sophisticated payment providers worldwide.

- > More than 10 years experience in the online payments industry
- > A large portfolio of international and local payment options and bank connections
- > A full service payment provider with single-point-of-contact convenience
- > Level 1 PCI-certified systems, guaranteed secure handling of sensitive data
- > A very solid and fully scalable payment platform

## Become a Netgiro Partner. Add payments to your product and enjoy a revenue stream with unlimited potential.

## About Netgiro Systems

Founded in 1997, Netgiro is a leading payment service provider. Today, e-merchants around the world use Netgiro's services to increase sales by offering regional customers local online payment methods. Netgiro supports more than 200 global and local online payment methods. Netgiro is headquartered in Stockholm, Sweden, with a local presence in the UK and United States. Netgiro is a subsidiary of Digital River, Inc.

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