



# The NCR Partner Network

Wait until you see how we help you grow your business.

For more information, visit [ncr.com/company/channel-partners](https://ncr.com/company/channel-partners).

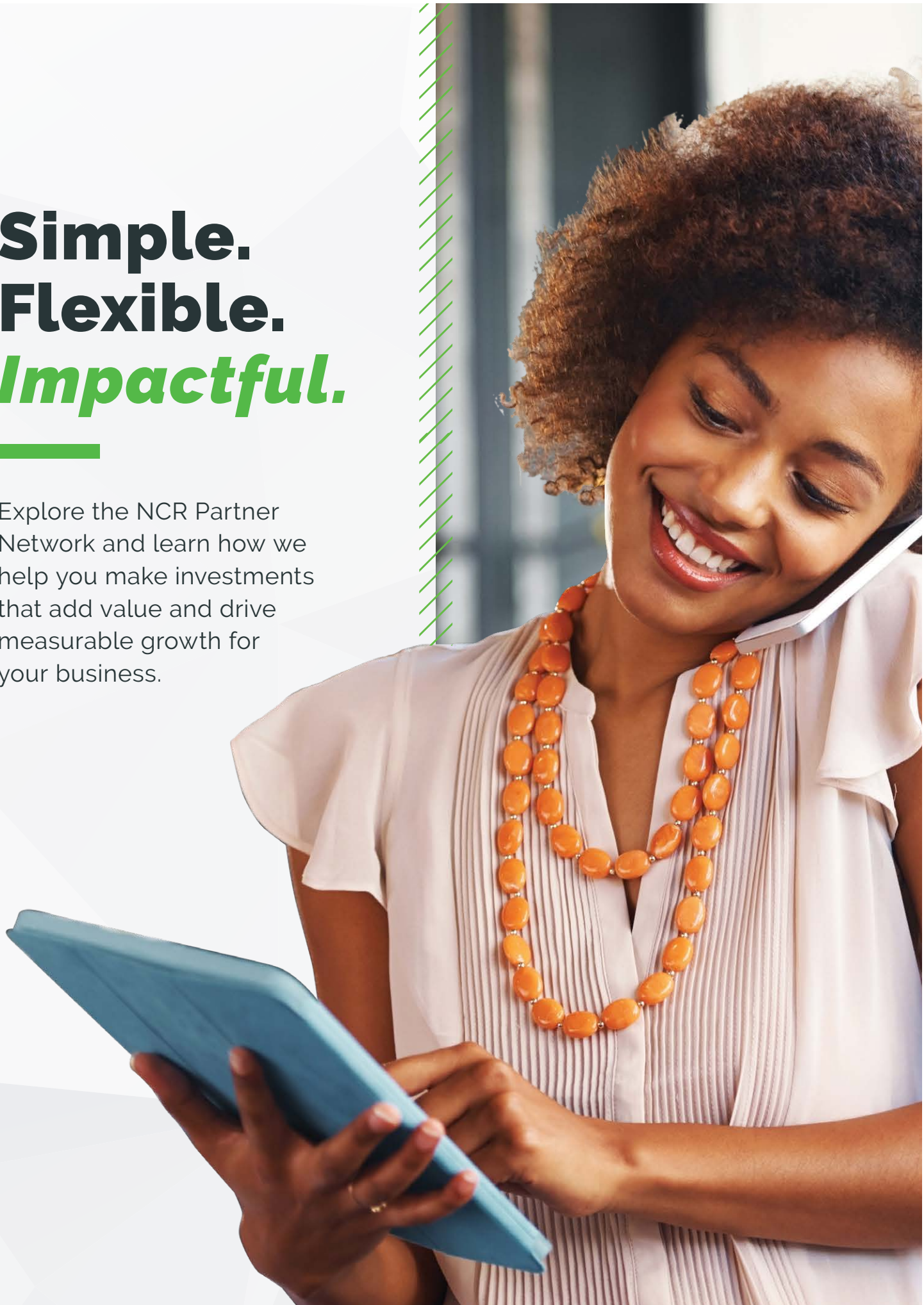


**NCR Partner  
Network**

# **Simple.** **Flexible.** *Impactful.*

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Explore the NCR Partner Network and learn how we help you make investments that add value and drive measurable growth for your business.





# Why partner with NCR?

As a world leader in enterprise technology, we help restaurants, retailers, and banks run key aspects of their business, so they can focus on what they do best. In an increasingly digitally driven world, they rely on NCR for solutions to help meaningfully engage their customers, maximize operational efficiencies, and manage the pace of change.

## The NCR Difference



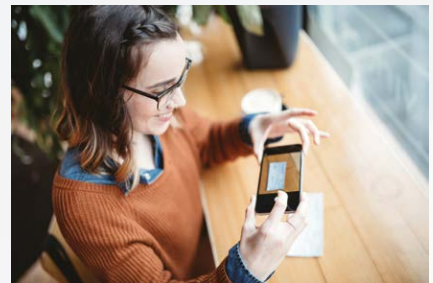
### Hospitality

38 of the top 50 global QSR chains use NCR solutions — NCR helps power more than 100,000 restaurants around the world



### Retail

NCR was named the #1 provider of POS and self-checkout, and #1 in Retail Software/SaaS by industry analysts RBR and IHL



### Banking

NCR is the world's #1 ATM brand, with 650,000+ NCR SelfServ ATMs installed globally



## How the NCR Partner Network works

Our tiered marketing, enablement, and services program is designed to create a predictable path for growth and profitability, based on our guiding principles:

- Operate with transparency under clear rules of engagement
- Communicate openly with our channel partners to support our mutual success
- Offer rewards based on channel partner expertise, growth, and customer satisfaction
- Amplify scale, reach and depth in our global marketplace through our channel partners
- Deliver a superior experience for our channel partners and their customers
- Seek feedback to continuously improve and evolve

	Silver	Gold	Platinum
Year-over year solution growth incentive	--	\$	\$\$
Incremental discount for net new customers	✓	✓	✓
Marketing development fund access (MDF)	\$	\$\$	\$\$\$

Channel partners advance through the program tiers, earning rewards and benefits based on sales performance, new customer acquisition, and market share capture. Tier attainment for the year is based on annual revenue thresholds and new customer revenue thresholds.



# What the NCR Partner Network brings you

The tools and resources included in our program—or bundled “Action Packs”—are designed to help you lay a strong foundation for sustained growth and deliver outstanding customer service. Additional benefits, such as ongoing training and channel partner community events, help you strengthen your capabilities and build valuable connections.



## Sales & Marketing Action Pack

- Industry-specific strategy videos
- Use of NCR Customer Experience Centers
- Customer Experience Kits – Satisfaction Surveys
- Access to NCR Proposal Services
- Sales collateral
- Customer case studies
- Partner-dedicated help desk



## Training & Education\*

- MyNCR channel partner portal and dashboard
- Solution training for various functions & roles
- Access to online NCR University courses



## Pre-Sales Support Action Pack\*

- Presales support
- Discounted demonstration and lab kits



## Networking & Events

- Global channel partner meetings and other events
- Regional industry and partner events
- Partner Advisory Board (by invitation)



## Services Action Pack

- Assigned contact for information, monitoring and reporting
- Licensed proprietary time-stamped diagnostics
- Access to NCR service application tools
- Discounts on certified spare and/or refurbished parts
- Level II & III hardware support



## Awards & Recognition

- Annual honorees for categories including:
  - Growth
  - Innovation
  - Customer engagement
  - Channel partner of the year



## Join our global community today

Our goal is to enable and empower our channel partners with the right skill sets and tools—and provide the right incentives—to support our shared goals. Contact us at [nkr.com/company/channel-partners](https://nkr.com/company/channel-partners) or take a few minutes to complete our [interest form](#) to get started.

## Why NCR?

NCR Corporation (NYSE: NCR) is a leading software and services-led enterprise provider in the financial, retail, hospitality, small business and telecom and technology industries. We run key aspects of our clients' business so they can focus on what they do best. NCR is headquartered in Atlanta, GA with 34,000 employees and solutions in 141 countries. NCR is a trademark of NCR Corporation in the United States and other countries.

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092319\_CHNL-PRGM\_0120

Patents Pending  
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