

NCR INTERACT GLOBAL PARTNER PROGRAM



World-class partner program is purpose-built and designed for partner profitability as the core principle.



NCR INTERACT
GLOBAL
PARTNER
PROGRAM



Partnering with NCR

The NCR Interact Global Partner Program is built to grow your customer wallet share through NCR's expansive solution portfolio and expand your reach with a trusted industry leader. Our world class partner program is purpose built and designed for your profitability as the core principle. The program includes sales, financial, business, marketing and support benefits giving you the tools you need to develop and profitably grow your business while you promote NCR products and solutions.



[NCR.com/Financial-Services](https://www.ncr.com/Financial-Services)

[NCR.com/Retail](https://www.ncr.com/Retail)

[NCR.com/Hospitality](https://www.ncr.com/Hospitality)

Today you have choices. You have multiple vendors knocking on your door competing for your precious investment dollars. We believe your best bet is to partner with NCR.

Why Partner with NCR:

- Expand your reach with a trusted industry leader.
- Choose your path to services revenue growth.
- Benefit from program rewards based upon your competencies and expertise.

"The sales channel plays a critical role in our growth. NCR has traditionally been a direct-selling company, and the strategy has significantly limited our growth. We can execute better as we embrace the channel and efficiently sell to all tiers in the industries we serve."

–Bill Nuti, NCR Chairman, President and CEO



How does it work?

The NCR Interact Global Partner Program is a tiered marketing, enablement and services program for NCR Solution Providers who sell NCR solutions and services.

The program focuses on 3 areas:

- Recognizing Volume and High Value revenue
- Rewarding growth
- Increasing knowledge

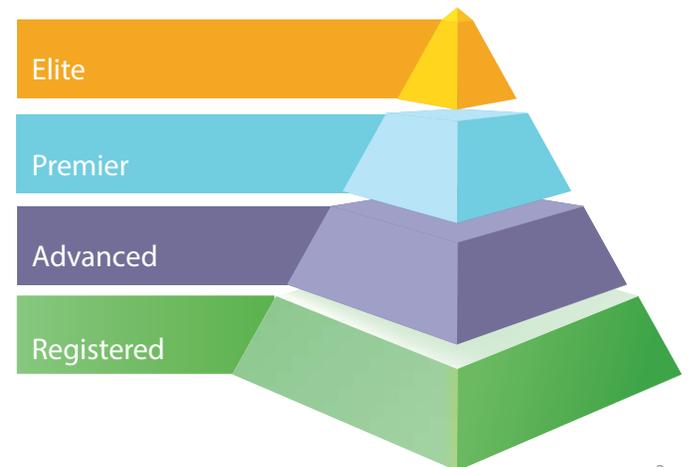
Minimum requirements

- Joint Business Plan
- Complete Solution Authorization Requirements for solutions sold
- Participate in an Interact Service Program

Tier Levels

Tier levels allow you to differentiate your value propositions and earn designations based on their expertise and strategic alignment to NCR goals and overall revenue contribution.

- Elite
- Premier
- Advanced
- Registered





Let's talk benefits

NCR Interact Solution Providers receive benefits designed to strengthen capabilities, improve customer service, build connections and reach your full business potential.

Benefits offered to NCR Solution Providers include but are not limited to the following:

Financial Benefits

- Market Development Fund Program
- Demonstration Program Discounts
- Performance Incentives
- Solution Pricing Discount

Sales Support

- Priority Access to Sales Specialists
- Strategic Proposal Center
- Executive Briefing Center Access
- Presales Support
- Customer Financing Program
- Account Manager Support

Marketing/Branding

- Marketing Concierge Service
- Partner Logos
- Partner Profile Includes Partner Locator on NCR.com
- Access to NCR Solution Collateral and Partner Newsletters

Tools/Support

- NCR Online Partner Tools
- NCR PartnerCentral Access

Training

- Regional Partner Training Events
- Solution Training for Sales, Technicians, Engineers and Developers
- NCR University technical and sales certification training



Enjoy other benefits and rewards

Marketing Development Fund (MDF)

Designed to encourage Solution Providers to design and implement business development and demand generation activities. Through advanced planning and with prior NCR approval, you are reimbursed for your share of event or marketing activity costs.

Solution Provider Recognition and Awards

The NCR Partner Award Circle, provides recognition for NCR Solution Providers for exceeding annual sales objectives, regardless of size or industry. The overall program consists of three award levels—Achievement, Excellence and Distinction.

Partner Forums and Conferences

NCR Partner Conferences offer Solution Providers an opportunity to meet and build relationships with delegates from around the world and gain education from NCR as well as our participating Sponsors about complementary products and services.

Join today and you could be our next winner!

- Solution Provider of the Year Award recognizes the top Solution Providers who have planned for and taken the needed steps to significantly grow their total business over the previous year.
- Service Partner Award recognizes Solution Providers who have demonstrated their superiority at working cooperatively and collectively with NCR to provide service excellence to their Customers.
- Innovation Award recognizes a select set of Solution Providers that have taken extraordinary steps to successfully close new sales opportunities.



What are your service options?

NCR offers its comprehensive portfolio of services to Solution Providers to extend to customers and meet business needs.

NCR Contract Referral

Solution Providers market and sell select NCR maintenance and support services to customers. This option requires minimal investment from the Solution Provider.

Shared Service

The opportunity to deliver comprehensive Solution Provider-branded service while leveraging proven NCR portfolio and resources. This option enables the Solution Provider to generate revenue by setting the pricing for total solution support delivered to its customers.

Partner Delivered Service (or PDS)

Provide quality service, successfully support NCR solutions, and enhance brand image with your customers.

	Contract Referral	Shared Service	Partner Delivered Service (PDS)
World Class Service Delivery	✓	✓	
Enablement via NCR Global Services Organization			✓
NCR Services Trained, Skilled and Experienced Employees Deliver Service (most countries)	✓	✓	
Referral Commission for Selling NCR Services	✓		
Level II Hardware Support Provided by NCR	✓	✓	✓
Solution Provider Enabled to Set Prices and develop Annuity model for Services Being Delivered		✓	✓
Solution Provider is Customer Point of Contact		✓	✓
Licensed NCR Service Diagnostics			✓
Discounts on NCR Certified Parts with Advanced Exchange option for reworkable parts			✓
Remote Technical Support Available from NCR			✓
Field Retrofit Orders (FRO) Labor and Parts Reimbursement			✓
Access to Technical Bulletins, Drivers, Operation System Releases			✓
Access to Currency Template Maintenance			✓

Join the NCR Interact Global Partner Program today

Our goal is to enable and empower our partners with the right skill sets and tools, while providing the right incentives and opportunities to meet NCR's sales performance, customer satisfaction and growth targets on a global basis.

Visit www.ncr.com/partnerwithNCR to sign up today!

\$6.37B ----- 2015 REVENUE	550M+ ----- TRANSACTIONS every day around the world	17,000+ ----- SERVICE PROFESSIONALS in 90 countries around the world	TOP 10 PROVIDERS OF SUPPORT SERVICES ----- Gartner IT hardware & software support services report
HIGHEST LEVEL OF OPERATIONAL AND STRATEGIC EXCELLENCE IN INFORMATION TECHNOLOGY ----- 2014 CIO 100 AWARDS	TOP 100 SOFTWARE COMPANY ----- PC GLOBAL 100 SOFTWARE LEADERS		

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Contact us



Why NCR?

NCR Corporation (NYSE: NCR) is the global leader in consumer transaction technologies, turning everyday interactions with businesses into exceptional experiences. With its software, hardware, and portfolio of services, NCR enables more than 550 million transactions daily across retail, financial, travel, hospitality, telecom and technology, and small business. NCR solutions run the everyday transactions that make your life easier.

NCR is headquartered in Duluth, Georgia with over 30,000 employees and does business in 180 countries. NCR is a trademark of NCR Corporation in the United States and other countries. The company encourages investors to visit its web site which is updated regularly with financial and other important information about NCR.

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