

Enqura

Partner Program Overview

The Power to Win Together



Business Partnership Leveraged to the Next Level

We value growing our global business together with our partner ecosystem. With a strong discipline of “Better Together” approach in sales, marketing and technical areas, we ensure a fully pro-active collaboration, a world class customer experience and sustainable mutual success.



Comprehensive Support & Collaboration

We help foster strong collaboration that goes beyond any single deal. Through strong support and partner relationships, we achieve greater success.



Unmatched Customer Experience

Leverage Enqura’s leading expertise to provide exceptional services while optimizing business value and the cost of delivery.



Revenue Growth Opportunities

Rebates and incentives to increase profitability. Work with our dedicated sales and technical support teams on committed customer opportunities.



Fast & Easy Integration

You can implement, operationalize and customize the Enqura Fintech Five platform through APIs, apps, and mobile SDKs to generate profitable client engagements

Choose the paths that fit you best as our Partner Program offers flexibility to support you across multiple business strategies. Whether you’re looking to expand your geographic coverage, to earn revenue through joint sales & referral, to take advantage of the embedded or white-label options, Enqura offers pathways to help you win. Together, we transform the landscape, resulting in unique user experiences and increased customer loyalty.



Partner Categories

Value Added Partner

As a consulting or technology reseller, you can confidently introduce Enqura’s product portfolio to your customers, expand your sales opportunities within new and existing customers, and earn revenue in return.

Platform Partner

You can embed Enqura’s products into your product portfolio, for a beneficial partnership, with open API and no-code integration capabilities. Enqura will extend the value of your solutions.

Strategic Partner

As a global player, you can integrate Enqura’s solutions in your marketplace and/or in your product portfolio to ensure cutting edge technologies are delivered to your customers to enable them to stay ahead of the competition.

Value Added
PartnerPlatform
PartnerStrategic
Partner**Business Benefits**

	Value Added Partner	Platform Partner	Strategic Partner
Referral Fee	Base %	Higher %	Non-Standard
Resale or BPO Discount	-	New, Expansion & Renewal	-
Rebate Incentives	✓	✓	Non-Standard
Access to Enqura Partner Portal	✓	✓	✓
Access to Online Enablement Program	✓	✓	✓
Technical Support	Enhanced	Enhanced	Enhanced
Mutual Opportunity Generation	✓	✓	✓
Access to Partner Management Team	✓	✓	✓

Requirements

	Value Added Partner	Platform Partner	Strategic Partner
Joint Business Plan	-	✓	✓/⊙
1st Level (local) Support	✓/⊙	✓/⊙	✓/⊙
Customer Account Management	-	✓	✓/⊙
Project Implementation - Integration	-	✓	✓
Manage End-Client Billing	-	✓	✓
Actively Promote Enqura	✓	✓	✓
Sales and Product Training	✓	✓	✓
Sales and Technical Documentation	-	✓	✓

Marketing Benefits

	Value Added Partner	Platform Partner	Strategic Partner
Listing in Partner Directory on enqura.com	✓	✓	✓
Go-to-Market Resources	✓	✓	✓
Sponsorship Opportunities	✓	✓	✓
Joint Collateral and Templates	✓	✓	✓
Participation in Joint Industry Events	✓	✓	✓
Press & Social Media Announcements	✓	✓	✓

 Enable

 Optional

Our goal is to provide the benefits, resources and growth opportunities designed around your business and market needs that will expand over time as we nurture a closer partnership.

We are eager to work with partners who share the same passion.

www.enqura.com/partners / sales@enqura.com