



# Technology Partner Program

HID ORIGO



# Partner With HID to Accelerate Your Business Results

Partners have always been integral to HID's success, and through our HID Origo Technology Partner Program, we aim to create a mutually beneficial partnership, resulting in increased success for both organizations.

Why join the HID Origo Technology Partner Program?

**For three simple reasons:**

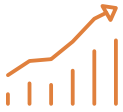
- 1. To expand joint business opportunities**
- 2. To increase market share**
- 3. To accelerate revenue growth**

The HID Origo Technology Partner Program is the ideal platform for your organization to design, test and market products which integrate with our industry-leading HID Origo Mobile Access platform, via our API/SDK.



# Why Partner With HID?

HID brings more than 30 years of experience in the physical access control industry, applying the world's leading solutions to solve today's challenges and uncover tomorrow's opportunities.



## **Growing market**

The global market for physical access control is estimated at \$6bn and is forecast to grow at a compound annual growth rate (CAGR) of over 8%.



## **Brand recognition**

Align yourself with one of the leading brands in physical access control solutions.



## **Expertise**

Gain access to a dedicated team with extensive knowledge and experience in the industry.



## **Sales and marketing**

Drive demand, acquire new customers and increase revenue with joint initiatives.



## **Revenue potential**

Grow your bottom line with integrated solutions, addressing the needs of today and tomorrow.



## **Global support**

Enjoy dedicated technical support across the globe.



## **People**

Work with a dedicated team of industry experts, committed to a successful partnership.

# Partner Benefits

Our partner program provides you with the opportunity to increase revenue and market share, through our broad-ranging collaboration to strengthen your value proposition and product offering.

## **Join to gain access to valuable resources.**

Become a Technology Partner and gain access to resources to help you build and market your integrated solution. One of the many benefits of the HID Origo Technology Partner Program is the ability to develop and test your integration with the HID Origo platform and receive a global accreditation.

## **Other benefits include:**

- **Early access to technology**
- **Insight to the product roadmap**
- **Training on new features**
- **Accreditation as an HID Technology Partner**
- **Technology webinars and workshops**
- **Sales training**
- **Joint marketing activities**
- **Case studies profiling your solutions**
- **Company profile on HID's partner directory**

# Partner Program Tiers

**Elite:** Premium tier recognizing partners who stand out for their exceptional integration with HID Origo and have a broad impact on the industry.

**Advanced:** Suitable for partners offering a comprehensive, deeply integrated solution with HID Origo, emphasizing both quality and integration depth.

**Select:** Available to partners offering a solution using the HID Origo API/SDK with Mobile Access credentials.

**Registered:** Ideal for partners on the path to building a functional integration with HID Origo.



|                                                                | Elite | Advanced | Select | Registered |
|----------------------------------------------------------------|-------|----------|--------|------------|
| Partner Community access                                       | •     | •        | •      | •          |
| Product and solution training                                  | •     | •        | •      | •          |
| Partner Academy access                                         | •     | •        | •      | •          |
| Beta software participation                                    | •     | •        | •      |            |
| Partner Program logo                                           | •     | •        | •      |            |
| Partner locator listing                                        | •     | •        | •      |            |
| Accreditation badges                                           | •     | •        | •      |            |
| Case studies and testimonials                                  | •     | •        | •      |            |
| Public relations opportunities                                 | •     | •        | •      |            |
| Sales training                                                 | •     | •        |        |            |
| Roadmap and early product access                               | •     | •        |        |            |
| Partner events                                                 | •     | •        |        |            |
| Joint marketing planning                                       | •     | •        |        |            |
| Co-branded marketing activities                                | •     | •        |        |            |
| Channel incentives (promotions, deal registration, rebates)    | •     |          |        |            |
| Partner Advisory and Technical Advisory Boards (by invitation) | •     |          |        |            |
| Executive support                                              | •     |          |        |            |



# Partner Benefits

Join as an HID Origo Technology Partner and work closely with our experts to take your product to market. With go-to-market support and help from our technical teams, we want to make your integration with HID Origo successful.

**To join the HID Origo Technology Partner Program, simply contact our partnership team:**

[origotechpartners@hidglobal.com](mailto:origotechpartners@hidglobal.com)

[www.hidglobal.com/origopartners](http://www.hidglobal.com/origopartners)



# HID Origo Technology Partner Program Values

We aim to empower technology partners to differentiate themselves by accelerating their business, while providing an exceptional developer experience, resulting in increased opportunities and business growth.

**The HID Origo Technology Partner Program is built upon three core values:**

- **Technical excellence** — unleash the full potential of HID's technology to drive innovation and co-develop solutions
- **Market expansion** — enable increased exposure with co-marketing opportunities and accreditation of your technical expertise
- **Business growth** — increase business opportunities through a flexible and sustained partnership with HID



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