

temenos

Everyone's
Banking
Platform

Get ready to make an **IMPACT**

Temenos IMPACT Partner Program
The guide to become a Temenos Partner
and unlock your full potential

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Collaborate for success



Ross Mallace

EVP & Global Head of SaaS and Partner Ecosystem
Temenos

The speed and cost of innovation, together with the emergence of new business models, are changing the DNA of how banks operate. Partnering, not competing, is now the key to success for all players in the financial industry ecosystem.

With our partner-first strategy, Temenos is committed to work with the best in the market. Building on our open platform strategy and composable banking services architecture, Temenos provides an ideal environment for system integrators, solution providers, Fintechs, and other players to innovate. Together, we can create incredible value for our shared customers.

Temenos believes that true innovation can only come from collaborative thinking and working. Nurturing a vibrant ecosystem and creating long-lasting, trusted partnerships are key to our long-term success.

Temenos offers you three decades of banking expertise. Our products support 3,000 banks of all sizes and all segments around the globe. Each year, we invest 20% of revenue in R&D to ensure that Temenos remains the best partner for the future. As a leader in ESG, we will support you and our shared customers in the drive for ethics, integrity, and sustainability to help take care of our planet for future generations.

Let's collaborate to innovate.



“IBM’s Temenos partnership includes the combination of Consulting, Infrastructure, and Software. The unique combination of Temenos and IBM enable our global clients to unlock innovation and accelerate their digital transformation programs by providing enhanced security, operational efficiency, and enabling regulatory compliance across an enterprise grade hybrid cloud.”

Bargav Balakrishnan

VP Banking and Modernization, IBM Infrastructure



Temenos IMPACT Partner Program overview

Communities drive banking innovation, and your skills, knowledge, and capabilities—combined with Temenos' leading banking platform, tools, and support—have created an ecosystem that's ready for success. IMPACT will help you achieve that success.

Of course, being part of an open and engaged community requires participation to ensure maximum IMPACT. Our objective is to support partners in building new business, growing their banking practices, and adding new capabilities across different geographies and in new sectors. Success requires investment and commitment. IMPACT ensures we deliver on that and enables you to become the primary channel for Temenos solutions.

Our objective

To support partners in:



Building new business



Growing banking practices



Adding new capabilities





We recognize that Temenos products are strengthened by alliances with leading technology and services providers that can meet and exceed our common clients' specific business requirements in local markets or sectors. Ultimately, as a partner, you will have the opportunity to grow and engage with the Temenos customer base directly and be in a position to drive your own complementary products and services.

Our objective

To support partners in:

- Building new business
- Growing banking practices
- Adding new capabilities

With Temenos solutions, our partners can grow revenues through:

New business opportunities in your specific geography or market and maximize potential revenues among existing clients through cross-selling and upselling.

Temenos Applications Consultancy platform and solutions to enable wider business transformation projects and capitalizing on your own expertise in specific markets and geographies.

Taking your integrated Fintech solutions and apps to market at scale through the Temenos Exchange and enabling a whole new generation of banking and payments services.

Helping banks make the best long-term decisions on their transformation strategies by understanding the potential of Temenos solutions to reinvent your clients' businesses.



Working alongside the Temenos team, we managed to avoid friction in the integration process and deliver a solution that's now used by almost 100 financial services organizations.

Partnering with Temenos has been one of our best strategic decisions as a business. We're hugely excited by the continued growth of Temenos Banking Cloud and our integration with it."

Mike Rogers
Commercial Director, Formpipe



Temenos partner ecosystem

To deliver the maximum IMPACT potential for co-innovation and shared benefits, we have grouped partners into five broad categories. Each category has been established to serve a specific partner business model. You can easily identify which category, or categories, that best suit your existing business or future plans. Partners may belong to more than one category.



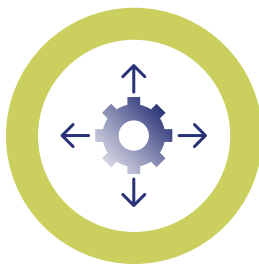


Sales Partners

Sell Temenos solutions globally, or locally as one of two types of Sales partner

Referral Partners can introduce Temenos into sales opportunities and then decide the level of interaction through the sales process.

Value-added resellers (VARs) with proven sales expertise - you can become the face of Temenos in your home market.



Delivery Partners

Deliver, integrate, and extend banking solutions on Temenos products

As a Delivery Partner, you bring proven implementation skills, technical expertise, and the capability to deliver transformation and upgrades. You will represent Temenos in markets or territories where we do not have a presence, adding your own unique capabilities and expertise.

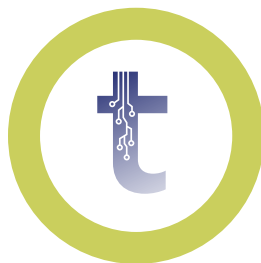
All Delivery Partners must have the ability to prime complete projects.



Solution Providers

Bring a new generation of financial solutions to the Temenos platform

Whether you're a developer ready to explore our world-class APIs or a Fintech with a solution that's market-ready but not yet generating revenues, being a Temenos Solution Provider helps turn your innovative idea into a real solution using Temenos tools, APIs, and sandbox.



Technology Partners

Provide the latest cloud and hybrid technologies to help our customers innovate

Hyperscalers, Technology and Platform partners help us deliver the most scalable, secure, and effective solutions for our customers' applications. Technology Partners are cloud industry leaders that operate the best-known and most innovative tools and cloud platforms. Platform Partners provide the best-of-breed software technologies for running and integrating Temenos applications, either on-premise or in the cloud.



Strategic Advisors

Help banks to make the best technology choices on their transformation strategy

As Strategic Advisor, you are subject matter experts and thought leaders, whether influencing buying decisions, delivering industry insights, or operating as a trusted global consultant to banks. Temenos provide you with regular knowledge transfer, includes you in customer advisory boards, or works with you on thought leadership articles and product strategy.

Banking that's better for everyone

Attuned to the specific needs of different types of partners, the Temenos IMPACT Partner Program is built on four key principles:



Transparency

To use fair and unambiguous commercial models that set clear expectations



Impact

To have a positive and significant effect on your business



Efficiency

To offer simple, high-impact collaboration with useful tools



Responsiveness

To ensure confidence in the speed and quality of all interactions with Temenos



At Wise, we want to set a new standard for global payments, one in which they're faster, more cost-effective and more transparent. By working with Temenos, we're able to get closer to achieving this.

Temenos' platform helps us access a global banking audience—it's been a real success so far, and we're excited about what's to come."

Abid Mumtaz
Global Head, Wise Platform

Our commitment to you

As the driving force behind of our IMPACT Partner Program, we intend to set you up for commercial success. This ecosystem is all about collaboration. Our approach is designed to give you the tools and training to quickly make an IMPACT.

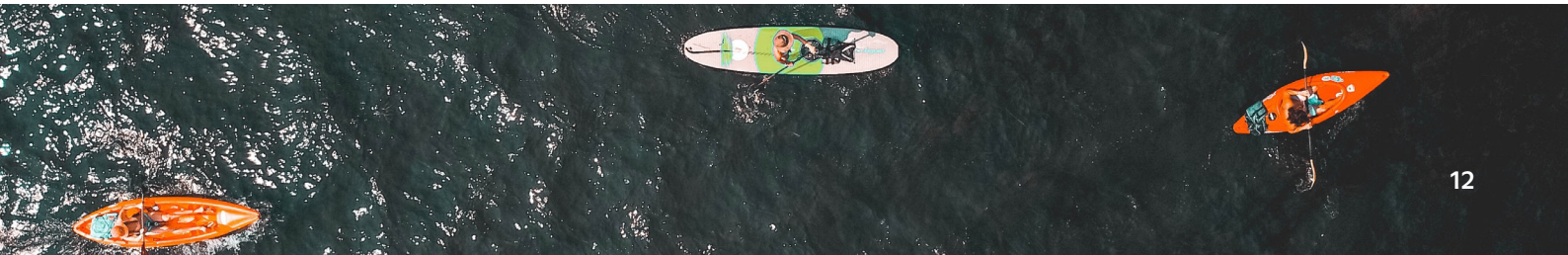
Adopting a structured five-step approach to partner enablement ensures that we apply the right resources and investments at the relevant stage in order to build the capability, competence, and confidence you need. Moving you efficiently through the stages of the IMPACT Partner Program lifecycle accelerates your journey to success.

1 Explore

At this point, you will have identified a mutually beneficial opportunity where Temenos can help you drive revenue, combining your expertise with our next-generation banking platform. Together, we will quickly qualify the opportunity to grow our partnership, aligning around the potential for products, markets, and regions. Our commercial terms are accessible and straightforward, helping you make decisions fast.

2 Engage

During this phase, we establish the foundation for a successful long-term relationship and mutual success. We also agree on a business plan to confirm mutual commitments and shared goals, joint expectations of the day to day relationship, and connect the different stakeholders.



3 Enable

There are a number of different training vehicles to enable this depending on the level of expertise and certification that you wish to obtain. And these offerings can be tailored to meet your specific requirements.

4 Activate

Now that you have a plan, skills, and tools, it's time to go to market. Whether selling directly, together, or through the Temenos Exchange, we support every partner type with specific activities –

- Creation of a co-marketing strategy.
- External demand generation campaigns, to connect with existing and prospective customers in your region.
- Inbound opportunities for new business are handled through our opportunity registration and bid management processes.

Furthermore, our support teams are highly responsive to partner requests to help you close the deal, answer technical queries, or understand the potential of Temenos products to support your clients' business plans.

5 Grow

During this phase, we establish the foundation for a successful long-term relationship and mutual success. We also agree on a business plan to confirm mutual commitments and shared goals, outline the rhythm of day-to-day relationships, and connect the different stakeholders.



Creating joint success through enablement and training

Temenos Partner Portal

The starting point on every partner journey is the Temenos Partner Portal. The portal becomes your base of operations and center for communications with Temenos. This extensive resource is a one-stop shop for everything you need to grow your business with Temenos.

Once registered on the portal, you and your team will have access to training materials and new product info. You will also be able to download business plan templates and self-service marketing content, propose co-marketing activities, and request Market Development Funds spend. In addition, you will be able to log and track the status of new opportunities.

Partner Sales Academy

The Partner pre-sales academy gives you the next step on the Temenos training program.

This will build on the information you have received as part of the partner sales academy, and go deeper into the Temenos Offerings and solutions, giving you the knowledge to enable your pre-sales terms to build and deliver a sales campaign from a sales, and technical standpoint

The Pre-sales academy will be the pre-cursor to future Temenos TechDays sessions.

Training and Certification

The Temenos Learning Community (TLC) is a dedicated area for partners to learn, train, and certify on Temenos software. TLC certification helps you stay informed about Temenos products and gain the skills to deliver maximum value to clients.

To learn more about TLC, please visit <https://tlc.temenos.com/>.

Co-Marketing

As a trusted partner, you have the opportunity to engage in joint marketing activity. This includes the creation of co-branded sales materials, access to our expert speakers and thought leaders for your webinars and workshops, and participation in events such as the Temenos Community Forum (TCF). You can also invite Temenos to participate alongside you in your own events.

More than 2,000 participants attend TCF looking for new ideas and innovations from our partner ecosystem, and our developer conference—SCALE—attracts over 1,200 developers from banks and Fintechs. Our aim is to put partners front and center at all these industry gatherings.

All marketing materials and guidelines are available via the Temenos Partner Portal, including:

- Go-to-market campaign assets and templates
- Sales presentations
- Product documentation
- Brand guidelines
- Media guidelines
- IMPACT Partner Program logo and assets





Sales Partners

Sell Temenos globally,
in your region or country

Sales Partners can be global or regional value-added resellers (VARs) with proven sales expertise, existing reach and presence, sales capability, and client relationships in the marketplace. Winning high-value contracts and projects is second nature, either with the support of Temenos or independently.

Our Sales Partners represent Temenos in a market or territory where they have local presence, an established reputation, and relevant expertise. You can become the face of Temenos in your marketplace. You can also extend your own local reputation by leveraging Temenos' three decades of banking expertise in supporting 3,000 banks in 150 countries.

We will provide you with the tools and expertise to lead and win new business.



Three sales engagement approaches:



Sell with (Referral Partner)

Temenos will support or lead the sales engagement process, providing platform expertise and giving the confidence of a direct client relationship when needed, while you add value through local expertise and systems integration. You have the opportunity to deliver a best-in class platform for high-value projects, with the potential of scaling your consulting and integration offerings to add further value for the client.



Sell through (Value Add Reseller)

As a selected partner, you will use your own local resources to represent Temenos in a defined geographic territory or market segment. We will provide all the tools and expertise needed to help you lead new business, sales engagement, and marketing activity, and you will have the opportunity to cross-sell your own products and services.



Sell to

Temenos sells upfront licenses to the Sales Partner (as opposed to Sell with and Sell through models, which are on a deal-by-deal basis). Sales Partner invests in the Temenos platform to build a unique capability or service where Temenos licenses are embedded. Sales Partner sells that service but can't sell licenses independently. Typically, these are non-standard partner organizations with little comparability across partners or scenarios. The Sales Partner is the end customer and must make an upfront license payment. Sales Partner must also deliver maintenance and support.

Training and Certification for Sales Partners

Technology in banking is moving at a rapid pace, and to stay leaders in our industry, Temenos offerings evolve alongside this. Our program of regular updates and information sharing sessions will ensure that the joint insights you share with potential and existing clients are current and relevant.

The Partner Sales Academy will equip you with the knowledge, tools, and assets required to position and sell Temenos solutions and keep your team up to speed on the Temenos product proposition competitive positioning, and sales messaging.

Partner sales people are trained to articulate the Temenos value proposition and understand the capabilities of our solutions from a business and functional point of view. They can explain to business executives the added value that Temenos solutions will bring to their departments or organizations.

The Temenos Pre-Sales Academy ensures that Sales Support Consultants and Engineers are trained in a deeper technical way on Temenos solutions, to enable them to position Temenos solutions to prospective clients. This also include sessions on how to use sandboxes to deliver customers.





As a foremost ICT provider in Africa, our business and opportunities have grown since we became a Temenos Sales Partner in Sub-Sahara Africa.

We are delighted to continue our relationship with the Temenos team in the digital advancement journey of financial institutions in Africa.”

Femi Muraino
Executive Director, INLAKS



Delivery Partners

Delivery Partners are Temenos delivery experts for implementation projects, upgrades, and extensibility development.

As a Delivery Partner, you are a regional, or multi-regional system integrator with proven technical expertise and the capability to deliver end-to-end project implementations on behalf of Temenos.

You may be representing Temenos in markets or territories where we do not have a presence, adding your unique capabilities and resources as a local expert. Using the Temenos Learning Community, you will grow a practice of certified consultants covering one or more specific areas of delivery, such as system upgrades or data migration.

Temenos will provide, through TLC, training, certification, and expertise to ensure that as a Delivery Partner you have everything needed to make each implementation a success.





Training and Certification for Delivery Partners

The Temenos Learning Community will equip you with all the knowledge, tools, and assets required to deliver Temenos solutions and to remain informed about the Temenos product roadmap.

All Delivery Partners will be expected to achieve Base Certification in the relevant technical and product categories required by the partnership. Delivery Partners will have the ability to add additional specific technical competencies and certifications.

Your teams can also be trained to articulate the Temenos value proposition and understand the capabilities of our solutions from a business or functional point of view. This will enable them to explain to business executives the added value that Temenos solutions will bring to their departments and organizations.



Throughout the years we have forged an enduring partnership with Temenos which has resulted in impressive accomplishments. As a Temenos Global Delivery Partner and having gained the prestigious ‘Temenos Delivery Partner Certification’ across all regions we can deliver a range of solutions including core and digital banking, financial crime mitigation, analytics, wealth management, payments, upgrades, training, data migration and development. Our journey alongside Temenos has been truly exceptional. We take pride in reiterating our steadfast commitment to the success of the Temenos community. With Temenos we are well positioned to continue to drive innovation in banking transformation and shape the future of banking for the years ahead.”

François-Xavier Martin
Head of Banking Transformation Practice, LTIMindtree





Solution Providers

Bring a new generation of financial solutions to the Temenos platform

Whether you're a developer looking to explore our world-class APIs or a Fintech with a solution that's market-ready but not yet producing revenues, being a Temenos Solution Provider helps turn your innovative idea into a real commercial proposition.

As a Solution Provider, you can create integrated solutions and apps for the Temenos Exchange and make them easily available to 3,000 banking and finance organizations in over 150 countries. Our Temenos SCALE Developer Program supports the unique needs of solution and app developers who want to go to market through Temenos Exchange.

SCALE gives you the tools and resources to monetize your idea, enabling dynamic Fintechs, established solution vendors, academic institutions, individuals, or in-house bank developers to focus on product innovation and solving a customer need.

Three phases take you from development to commercialization:



Develop

Transform your innovative idea into a real solution with our tooling, APIs, and sandbox



Validate

Get your solution ready for launch with our market readiness questionnaires and framework



Monetize

Generate revenue with your market-ready solution with exposure to Temenos' 3,000 clients by joining



In the SCALE Developer Program, you can access more than just our world-leading banking platform. It's also our team of product and technical experts, and beyond that, our extended community of thousands of innovative developers all exchanging knowledge and

Solution Partners get access to:



To learn more about the SCALE Developer Program,
download the guide.



Temenos API
catalog



Sandboxes to
build and test
your solutions



Tools to
accelerate
development



Developer
community
and help from
experts



DevCons,
hackathons,
and technical
webinars



Temenos
Exchange



We at Paymentology are delighted to join Temenos Exchange to bring our market-leading solution, Banking Live, to the global banking audience.

The banking community on the platform now has instant access to our cloud-native payment processing technology and data-driven solutions.”

Martin Heraghty
Sales Director, Paymentology



Working in partnership with Temenos, we offer financial institutions access to some of the most composable banking services in the market today. With Temenos building those capabilities on the Microsoft Azure Cloud, we offer scalability, speed to market, reduced costs and most importantly, together, we provide a platform for continuous updates and the ability to create and deliver products fast.”

Bill Borden
CVP of Financial Services, Microsoft



Technology Partners

Provide the latest cloud technologies to help our customers innovate

Technology is the very core of Temenos' business. For 30 years, we have retained our leadership position by collaborating with the most advanced and innovative players in Technology and software.

Whether you are a core infrastructure provider or a leader in complementary areas such as artificial intelligence or robotic process automation, we seek partners that complement and improve our own products as well as open new potential for our customers.

Hyperscalers, Technology and Platform partners help us deliver the most scalable, secure, and effective solutions for our customers' applications

Technology Partners are industry leaders that operate the best-known and most innovative tools and platforms.

Global players in their own right, our Technology Partners provide IaaS, PaaS, and SaaS capabilities both worldwide and at regional level. Platform Partners provide the best in class software technologies for running and integrating Temenos applications, either on-premise or in the cloud.





Banks are moving to SaaS and cloud to modernize their infrastructure to become more agile and drive business growth. Leveraging the reliability, flexibility, and scalability of AWS, Temenos can deliver high performance and enhanced value through its composable, cloud banking services, supporting leading financial services institutions in their transformation journey to provide enhanced customer experience and become more sustainable businesses.”

Yves Dupuy
Leader Financial Services Industry Solutions, AWS





Strategic Advisors

Help banks make the best transformation strategy choices

The pace and scale of innovation in Financial services require from banks to leverage the latest technology, platform and solutions to help them evolve their business models, reduce costs, deliver ultimate customer experience, accelerate time to market, be secure and compliant to regulation.

As a Strategic Advisor, you are a subject matter expert and thought leader, whether informing buying decisions, delivering industry insights, or operating as a trusted global consultant to banks, helping them shape their future business strategies and realise new opportunities.

We partner with the world's leading strategy consultants and advisors to provide them the knowledge and expertise required to position the Temenos cloud-native platform capabilities and services and Temenos broad portfolio of solutions.

We foster the relevant global and regional engagement with Temenos executives to support discussions with clients and prospects. By sharing our vision and product roadmap, Strategic Advisors can be sure of providing the best-informed independent advice. With our partners, we also engage in architectural planning, envisioning, and proof-of-concept projects to first prove and then bring new strategies to market.



Become a partner

Get started now!

If you're ready to upscale your business potential as a Temenos Partner, we're ready to hear from you.

Connect with us at

temenos.com/impact





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