Get ready to make an Impact

Temenos Impact Partner Program

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

temenos

Everyone’s Banking Platform
Contents

1. Temenos IMPACT Partner Program overview 05
2. Temenos partner ecosystem 07
3. Banking that's better for everyone 10
4. Our commitment to you 11
5. Creating joint success through enablement and training 13
6. Sales Partners 15
7. Delivery Partners 18
8. Solution Providers 21
9. Technology Partners 24
10. Strategic Advisors 26
11. How to get started 27
Collaborate to innovate

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 longlasting, trusted partnerships are key to our long-term success.

Temenos offers you almost three decades of banking expertise. Our products support 3,000 banks in 150 countries, serving 1.2 billion people 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.

Ross Mallace
EVP, Global Head of SaaS & Partner Ecosystem

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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
Communities drive banking innovation, and your skills, knowledge, and capabilities—combined with Temenos’ leading banking software, 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.

With Temenos solutions, our partners can grow revenues through:

**Sales**
Increase your revenue through new business opportunities in your specific geography or market and maximize potential revenues among existing clients through cross-selling and upselling.

**Integration & Deliver**
Use the Temenos platform and solutions to enable wider business transformation projects, building digital-first, modern banks and capitalizing on your own skills and expertise in specific markets and geographies.

**Applications**
Take your integrated Fintech solutions and apps to market at scale through the Temenos Exchange and enable a whole new generation of banking and payments services.

**Consultancy**
Help banks make the best long-term decisions on their transformation strategies by understanding the potential of Temenos solutions to reinvent your clients’ businesses.
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, best suit your existing business or future plans. Partners may belong to more than one category.
Sales Partner

Sell Temenos solutions globally, or locally

Sales Partners can be global, regional, or local value-added resellers (VARs) with proven sales expertise. Winning high-value contracts and projects is second nature. You have the opportunity to become the face of Temenos in your home market.

Delivery Partner

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.

Solution Provider

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 Partner

Provide the latest cloud 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 Advisor

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

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.
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 engine 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.

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.

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, outline the rhythm of day-to-day relationships, and connect the different stakeholders.
First, we will equip you with the tools and knowledge you need to represent Temenos in the sales, delivery, solutions, technology, or advisory roles that are relevant to the partner category you have joined. This may include the technical training and certifications needed to support implementation. We will also plan the joint marketing approach to ensure that we are ready to go to market together.

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. External demand generation campaigns connect with existing and prospective customers in your region. Inbound opportunities for new business can be handled through our proven deal 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.

Our goal is to help you build a sustainable business around the Temenos platform. Success breeds success. Once we have proven our partnership, we will work together to build momentum, focusing on learning and improvement as key parts of the relationship and ensuring that Temenos can help you make an IMPACT on your business.
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.

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/.

Partner Academy

The Partner Academy ensures that you are equipped with the knowledge, tools, and assets required to demonstrate the value that Temenos solutions will bring to your clients. It keeps your people up to speed on the Temenos proposition and available solutions.
Market Development Funds

Temenos makes Market Development Funds (MDF) available to partners for lead generation activities. Partners can use Temenos co-marketing funds to host an event, create an advertising campaign, or pay for a variety of marketing activities. The funds are available for investment at up to 3% of revenues recognized through the partnership.

To apply for MDF spend, you must have an approved marketing plan in place as part of our joint business plan. We then discuss each initiative before approval. Temenos may fund up to 50% based on the anticipated ROI, the eligibility of the activity, the strength and focus of the activity, and the available budget. You will be reimbursed once you submit the appropriate proof of performance with the claim.

Activities that are eligible for Temenos MDF include:

- Customer-facing events
- Direct marketing
- Advertising, paid media, and PR
- Web and social media marketing
- Lead generation
- Content creation
- Translation of Temenos branded collateral
- Technical hosting expenses related to, for example, a hackathon

The marketing plan will outline and confirm agreement on mutual obligations to qualify for MDF and necessary verification or proof of execution.

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 9,000 participants attend TCF looking for new ideas and innovations from our partner ecosystem, and our developer conference—SCALE—attracts over 3,000 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 that serve 1.2 billion people in 150 countries. We will provide you with the tools and expertise to lead and win new business.

Three sales engagement approaches:

Sell with
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-of-breed platform for high-value projects, with the potential of scaling your consulting and integration offerings to add further value for the client.

Sell through
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 crosssell 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.
Partnership Text:

“Partnering with Temenos has helped us capitalize on opportunities within the digital banking space. We have been able to empower customers to transform their businesses and become digital market leaders by maximizing their digital potential. Through synergized efforts, we have delivered extraordinary digital experiences across the banking industry, and we look forward to continuing this combination and playing our vital role in nurturing the digital banking ecosystem.”

Shazia Hammad
CEO, Xpert Digital
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

Deliver, integrate, and extend banking solutions on Temenos products

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

Delivery Partners are promoted publicly as Temenos delivery experts for implementation projects, upgrades, and extensibility development. As a Delivery Partner, you are a global, regional, or local 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 training, certification, and expertise to ensure that as a Delivery Partner you have everything needed to make each implementation a success.
Product Engineering Partner

You may also be able to support Temenos in enriching our current product roadmap and will be invited to develop reusable components —such as Country Model Banks—that can be taken to market via channels including Temenos Exchange. Product Engineering Partners use the latest Temenos tooling to develop and innovate on the Temenos platform, so you can add your own local or regional expertise to build new innovations and products.

In addition to all the mandatory Delivery Partner training and certifications, Product Engineering Partners are required to complete an Estimation Effort Workshop and to develop and present a solution built from an example RFP.

Training and Certification for Delivery Partners

The Partner Academy 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. Those becoming Product Engineering Partners will have additional requirements for specific technical competences and certifications.

Your teams will also be trained to articulate the Temenos value proposition and understand the capabilities of our solutions from a business or functional point of view. They can explain to business executives the added value that Temenos solutions will bring to their departments and organizations.
We are proud to continue our partnership with Temenos and see great opportunities in project delivery and product engineering.

LTI/Syncordis is a global, fully certified Delivery Partner and is proud to empower financial institutions of all sizes across the globe to transform their businesses and fully engage customers with leading digital solutions. We strive to make banking better together by combining Temenos’ modern technology with our experienced teams, fully understanding how to bring the right solution to each project.”

Manuel Brunckhorst
President Global Sales & Business, LTI/Syncordis
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 the Temenos Exchange solution ecosystem
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 experiences to bring their ideas to market.

To learn more about SCALE Developer Program

Download the guide
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
Technology Partners enablement and training

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 tech.

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 cloud industry leaders that operate the best-known and most innovative tools and cloud platforms. Global players in their own right, our Hyperscaler Partners provide IaaS, PaaS, and SaaS capabilities both worldwide and at the regional level. Platform Partners provide the best-of-breed software technologies for running and integrating Temenos applications, either on-premise or in the cloud.
Red Hat’s collaboration with Temenos is built on a shared belief in the power of open source to fuel the next generation of digital banking services.

By combining Temenos’ leading digital banking services with Red Hat’s enterprise-grade open source technology, we can enable banks to deliver enhanced digital experiences for customers and scale more efficiently across the open hybrid cloud to meet industry demands today, tomorrow, and beyond.”

Kelly Switt
Global Senior Director, FSI Strategy, Ecosystem and Strategic Partnerships, Red Hat
We partner with the world’s leading strategy consultants and advisors to ensure that you understand the potential of Temenos products to support your clients’ future business plans. We will share our vision and product roadmap with you so that you can give the best-informed 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.

Our Strategic Advisors also have the opportunity to reach the Temenos customer base through thought leadership, speaking opportunities, and joint events.

Strategic Advisors

Help banks make the best transformation strategy choices

Today, the potential of technology to refresh, reboot, or reinvent the business models of banks is a critical factor. 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.

An expert in your field, you provide advice and counsel to financial services institutions regarding their future business strategies and opportunities.
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

Contact us directly via partners@temenos.com