

# WHY PARTNER WITH US?

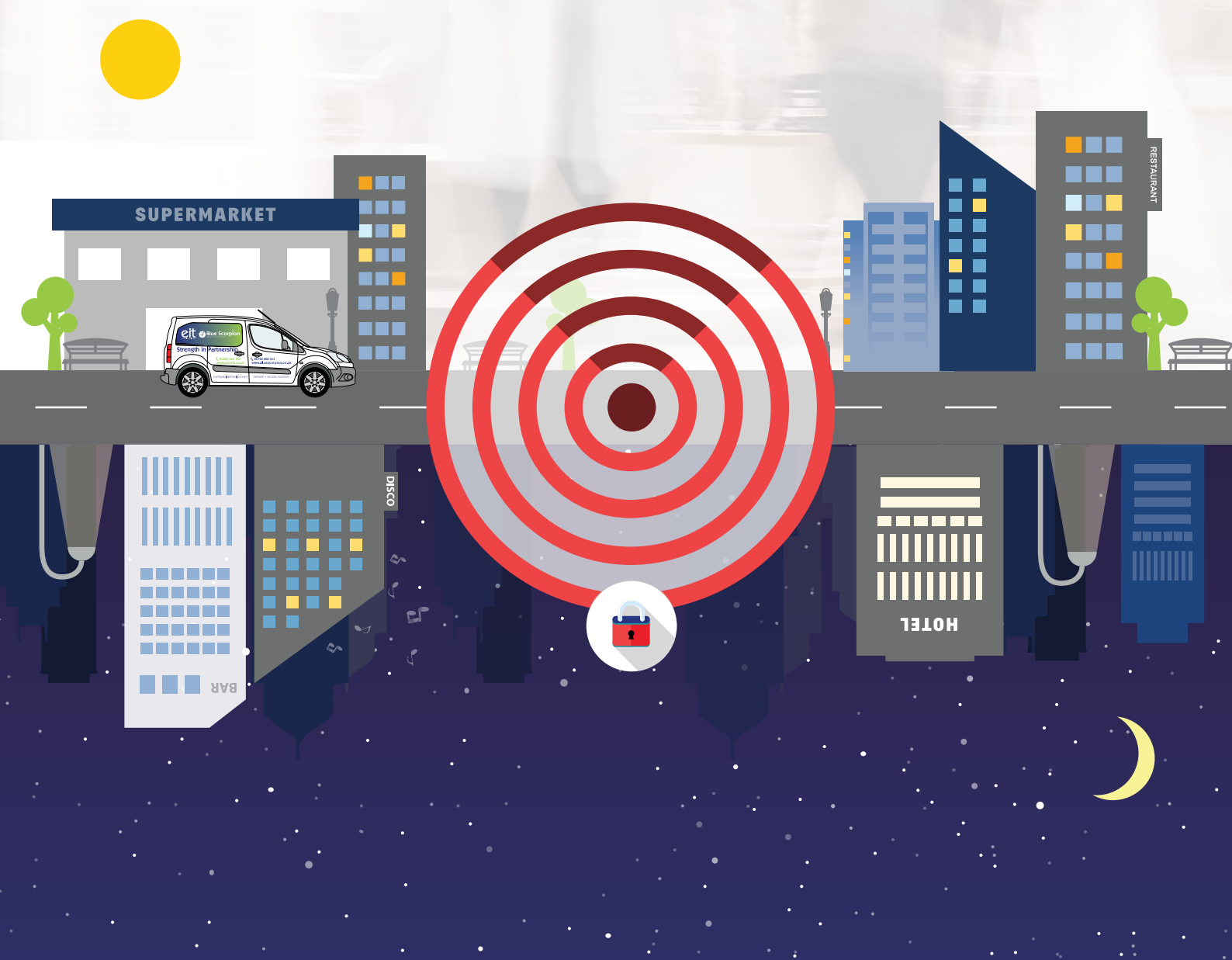


**Blue Scorpion**  
network + security solutions

Partners with EIT

**eit**  
configure | deliver | connect

## BECOME A PARTNER LEARN, PROFIT, GROW & ADD VALUE



Understand the benefits of partnering with us.

## WELCOME

At Blue Scorpion our main priority is to provide exceptional and memorable customer service. By investing in this principle we have seen our partners enjoy the ripple effect of lasting sales and loyalty.

Central to our belief is to ensure that as our partner you understand that our work with you extends beyond the initial handshake. Our trusted network has been built on a true partnership approach and ethos, by sharing our experience and knowledge to generate new jointly rewarding opportunities.

“ Here at Blue Scorpion our Partners are our business. With fantastic products and services designed to meet the requirements of Partners ever demanding portfolios, Blue Scorpion’s revenue generating products help develop new business as well as increasing customer retention.

Blue Scorpion’s focus is to promote products that actually benefit your merchants. With our industry accredited products and services, our Partners have the opportunity to offer outstanding solutions at competitive prices, helping their portfolio clients incrementally grow, without the pain of significant upfront outlay!

Lastly, with our Revenue Reward Scheme, everybody in the value chain gets to put income on their bottom line. ”

**Nigel Tanner** | Chief Executive Officer

## MEET THE TEAM



**Nigel Tanner**  
CEO

Founder of Blue Scorpion Ltd with over 20 years experience in payments and retail sales.



**Nigel Storer**  
CCO

Responsible for international growth and institutional sales, with over 33 years experience in payments and banking.



**Tony Kensington**  
CFO

Qualified Chartered Certified Accountant and business coach specialising in acquisitions and fast business growth.



**Clare Tanner**  
HR Director

Responsible for HR in the group and the day to day invoicing for partners, with over 14 years payments experience.



**Chris Gibson**  
Managing Director EIT

Operations, IT Infrastructure, network design and all engineering aspects of our business, as well as the direction of EIT.



**Christian Towner**  
Professional Services Director

Management of our professional services division and operations staff with over 10 years payments experience.



### IP Protect Lite & Cyber Protect

IP Protect Lite will secure your network and achieve PCI compliance the simplest way! A Plug & Play solution designed specifically for SME market. Cyber Protect has been designed as a network security tool for tablets, EPOS and payment devices with an upgrade path to PCI compliance.

### Payments & Acquiring Consultancy

With years of experience in the Card Payment and Acquiring industry, Blue Scorpion can help you to find the best processing deal or solution for your needs!

### Secure WiFi Marketing Software

Reach your customers with ease and generate a Return on Investment with our WiFi Marketing Solution - get to know your customers and drive more footfall into your business!

### Chip & Pin Solutions

In-house knowledge of industry solutions and the teams to support and install Chip & PIN solutions. Blue Scorpion install devices following the P2PE standards, making us the number one install partner of choice across the payments landscape.

### IT Procurement

Whatever your IT equipment requirements, we can help drive costs down! No obligation quotations and competitively priced with a quick turnaround.

### Helpdesk Services

Help grow your business without fixed overheads, utilise Blue Scorpion’s 1<sup>st</sup> line support helpdesk.

### Network Cabling & Infrastructure

Retail and Commercial Cabling and Infrastructure Specialists here to help you. We cover installations and maintenance for all electrical and IT equipment.

### PCI-DSS & P2PE Storage & Installations

Covering the UK and Europe, we can help grow your business with our PCI-DSS and P2PE storage, staging, deployment and installation services.

### WiFi Infrastructure

From survey to solution and install we can ensure you have the best WiFi infrastructure to suit your needs.

### Chip & Pin Installations / Deployment

Specialising in Chip & PIN installations and deployments, we are an extension of your company with years of experience at selecting the right solution to meet your needs.

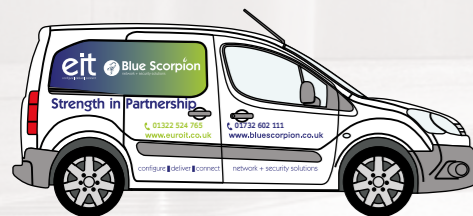
### EPOS Upgrades & Rollouts

From staging to swapping out, 1<sup>st</sup> Line support to installations, rollouts to maintenance and even storage if you need it. We can manage all your EPOS requirements!

### Maintenance & Call Outs

Need engineers on call to assist? Network Points, Cabling issues, Switch support, IT Maintenance, CCTV, Chip & PIN and EPOS Swap Outs etc. We have the solution!

## OUR JOINT APPROACH TO SERVICE DELIVERY IN RETAIL



**01** We train you on our products and services

**02** You sell our products to your customers at the rates you set

**03** You complete our easy to use order form or engage us to liaise with your end client

**04** We invoice you at the preferential reseller rates or invoice your client at the price you agree with them and pass back the difference

**05** Once payment is received for any capital costs, we ship the equipment directly to your specified location

**06** Blue Scorpion provides ongoing support to you

## HOW CAN WE HELP YOU?



## WHY BECOME A PARTNER?

- ✓ Mutually rewarding partnership
- ✓ Increase incremental recurring revenue
- ✓ Extended product portfolio
- ✓ Increase client retention
- ✓ Complimentary Services
- ✓ Extension of your team

## PARTNERSHIP OPTIONS

### Reseller Agreement\*

- ✓ Blue Scorpion (BS) Partner controls the Sale with the End User / Merchant
- ✓ BS Partner contracts directly with End User / Merchant (BS will provide BS Partner with pass through terms that will need to be incorporated into the contract the BS Partner holds with the End User / Merchant)
- ✓ BS Partner invoices and collects payment from the End User / Merchant (BS will invoice the BS Partner for the products and services directly)
- ✓ BS Partner takes the risk, BS Partner owns the contract
- ✓ BS Partner signs terms with BS and the End User / Merchant separately
- ✓ BS are happy to represent / support the BS Partner if required

### Referral Agreement

- ✓ BS Partner introduces End User / Merchant to BS
- ✓ BS Contracts directly with End User / Merchant
- ✓ BS Invoices End User / Merchant directly
- ✓ BS Pays commission on monthly basis to BS Partner. (Commission payable to be agreed with partner)
- ✓ BS controls the Sale from start to finish including all paper work / signatures etc.
- ✓ Risk sits with BS, it's a BS contract

### Agency Agreement

- ✓ BS Partner drives the Sale with the End User / Merchant
- ✓ BS Contracts directly with End User / Merchant
- ✓ BS Invoices End User / Merchant directly
- ✓ BS Pays commission on monthly basis to Partner. (Commission payable agreed with partner)
- ✓ BS assists the Partner with the Sale by means of paperwork completion
- ✓ Business risk sits with BS - BS Partner obtains a signed BS contract on behalf of BS

### White Label Agreement\*

- ✓ BS Partner controls the Sale with the End User / Merchant
- ✓ BS Partner contracts directly with End User / Merchant (BS will provide BS Partner with pass through terms that will need to be incorporated into the contract the BS Partner holds with the End User / Merchant)
- ✓ BS Partner invoices and collects payment from the End User / Merchant (BS will invoice the BS Partner for the products and services directly)
- ✓ BS Partner takes the risk, BS Partner owns the contract
- ✓ BS Partner signs terms with BS and the End User / Merchant separately
- ✓ BS are NOT involved with the Sale in any shape or form

\* The difference between Reseller and White-label is the amount of 'involvement' required by the Partner of Blue Scorpion in terms of back-end support. This may include anything from helpdesk to fulfilment and delivery to provisioning.

## NEXT STEPS



Register your interest by emailing  
[sales@bluescorpion.co.uk](mailto:sales@bluescorpion.co.uk)



Agree or sign mutual  
NDA / contract



Product overview and  
training



Start providing complimentary  
services to your customers

