

# Gilbarco Passport Point of Sale Partner Certification Programs

PARTNER LEVEL		Level 1: "Gilbarco Approved"	Level 2: "Gilbarco Certified"
		Price Signs	Loyalty, Price Signs, Mobile Payment
DESCRIPTION		<p>Partner writes to Gilbarco® Application Programming Interface (API), protocol specification, or technology. Solution verification consists of partner using Gilbarco generic testing criteria, developing solution specific scripts, and submitting results to Gilbarco for review and subsequent approval. This Level will require some consultancy from the Gilbarco engineering team, but no lab time. May require references.</p>	<p>This level is a joint certification verification-only process. Certification will be managed in alignment with a predefined Gilbarco product release cycle. Partner writes to Gilbarco API, protocol specification, or technology. Solution verification consists of partner and Gilbarco verification team collaboration in Gilbarco labs, but requires no additional Gilbarco development. May require references.</p>
CERTIFICATION FEE	Labor & License Fee	\$13,250	\$24,875
	Annual License Support & Maintenance	\$1,500	\$2,500
RECERTIFICATION FEE	Incremental	\$7,000	\$10,500
	New Version	\$13,250	\$19,875
	Access to Gilbarco API & Functional Spec	.	.
	Partner Stamp (Certified/Approved)	Approved	Certified
	Listed on Gilbarco website & collateral	.	.
	Gilbarco User Conference exhibit opportunity	.	.
	Endorsed Partner Status		.
	Gilbarco Veeder-Root logo Rights		.
	Joint Marketing Opportunities		.
	Press Release		.
	Trade Show opportunities		.
	Sales support for joint Opportunities		.
	Development Support		10 hours

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