



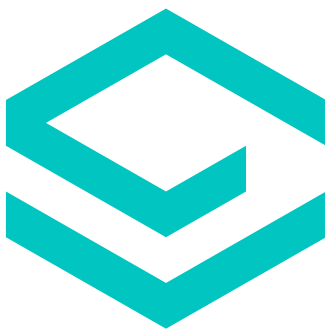
Global Partner Program

2019/2020



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Loqate enables its partners to deliver the best product to market, increase customer satisfaction and grow revenue by fully utilizing its market leading location data solutions.

Our partner program is designed to allow our partners to offer, build or enhance their location-based data solutions across a variety of applications, leveraging our market leading address verification, predictive type-ahead technology and geocode products.

One complete solution, made of two products, powered by the best global data.

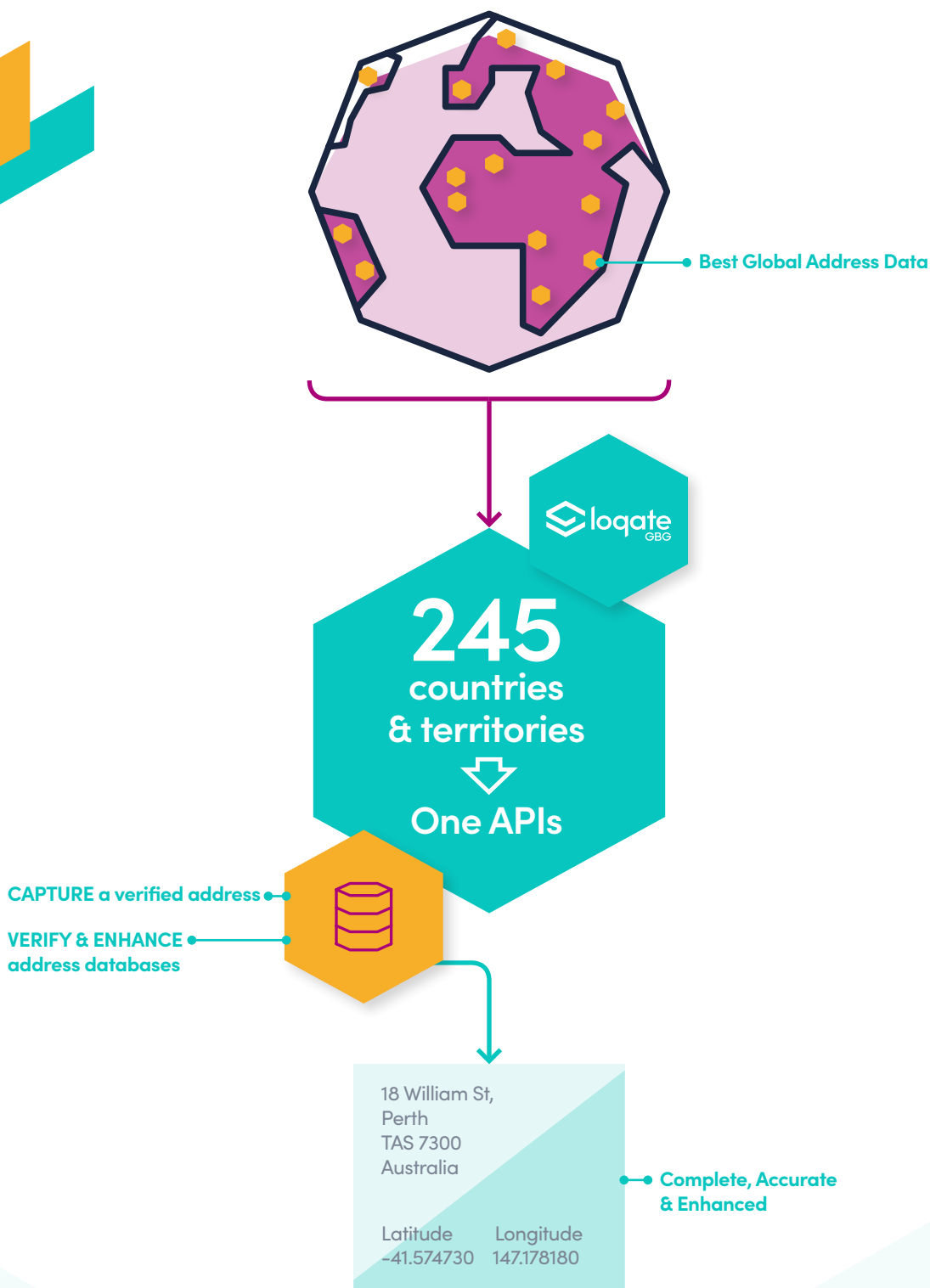
Capture a verified address

The predictive type-ahead functions allows for interactive address capture and verification in real-time at the point of new data creation.

Verify & Enhance addresses in databases

Once address data has entered a business' data ecosystem, as part of the data quality process, it can be continuously updated and enhanced.



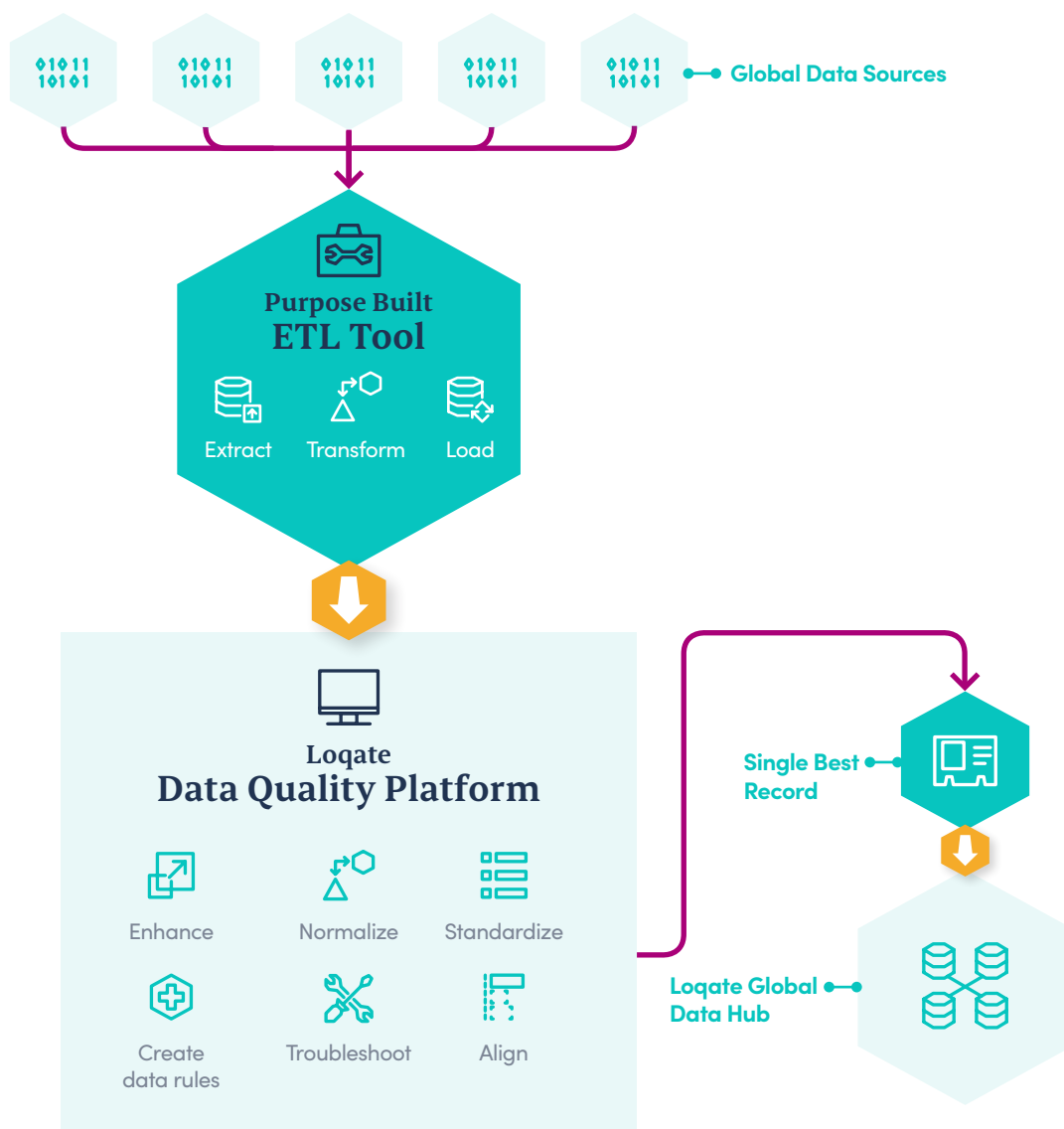


Loqate provides the technology powered by the best data in the world; integral to any robust location data strategy. We deliver this complete solution through two APIs, making integration as simple as possible.

The Best Global Data

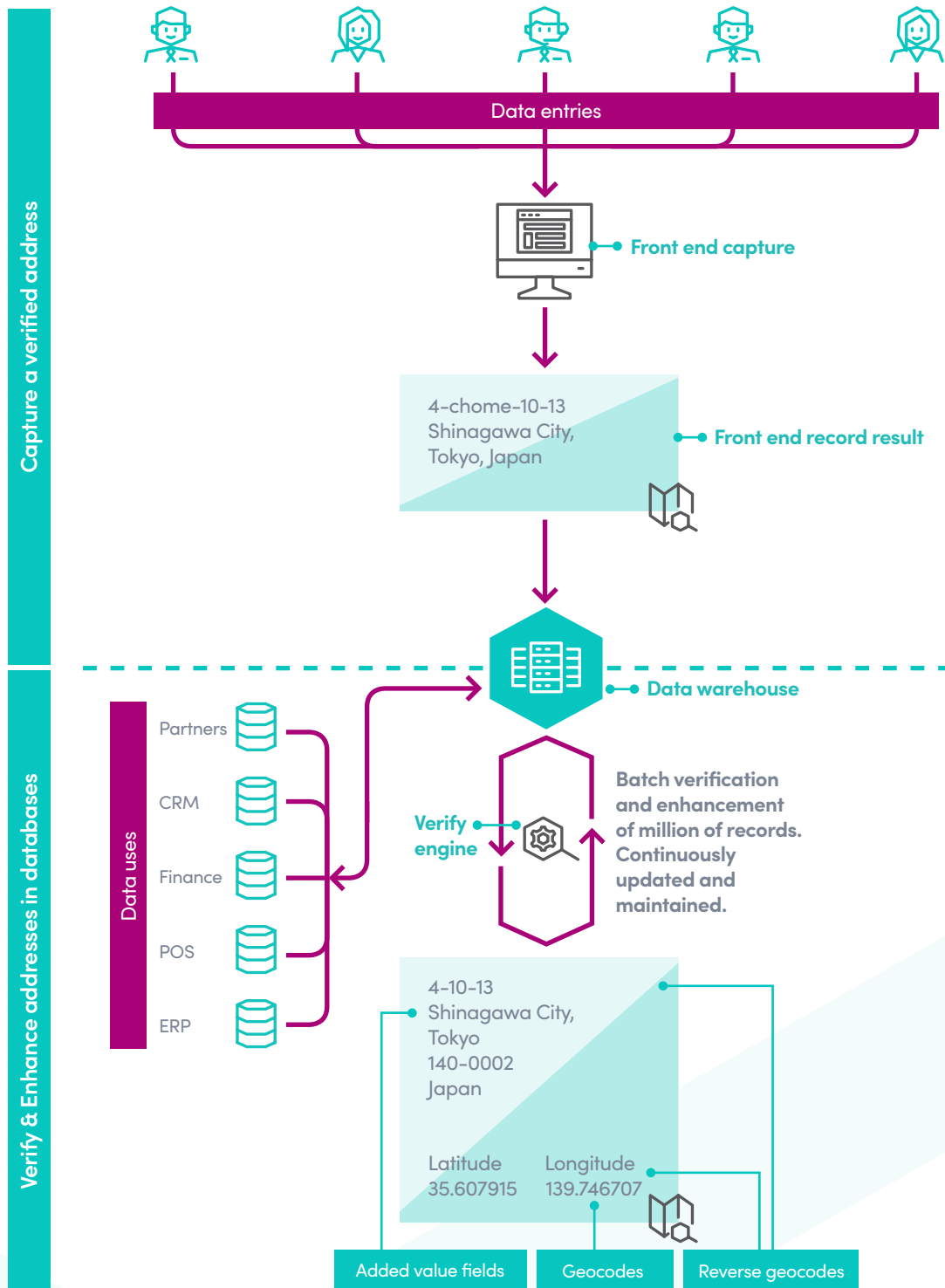
Continuously curated location data

Loqate's country data improvement technology allows the curation and enhancement of global address and geocode data from a multitude of sources, creating a single best reference record. An address is verified against this Loqate reference record.



This proprietary process sets Loqate above the competition by enhancing the reliability, speed and quality of its global location data, creating consistency, normalization, and data-error resolutions.

Our range of address verification and geocoding products provide a faster, easier way to verify and enrich data. The result: happier customers, increased conversions and improved data quality. These can be deployed to suit individual system needs – either at the front end where data is captured or the back end where data is maintained and continually enhanced.



Created to match your needs

Our Global Partner Program is designed to help our partners get the best product to market; increase customer satisfaction and grow revenue.

We achieve this through excellent training and support from our sales, marketing and solution engineering teams. We provide the support that our partners need for a successful go-to-market strategy.

Once enrolled, partners have access to: an account manager, joint marketing and public relations initiatives, private partner portal, product support, co-created customer stories and white papers, as well as sales and marketing training resources.

You choose how to partner with us

Embed

Embed and build Loqate technology/data into core functionality.

Implement

Architect and deploy Loqate integration projects for clients.



Resell

Identify customer opportunity, handle presales activities and purchase Loqate products and transact sale with customer.

Refer

Identify customer need and refer project to Loqate to sell and implement.

Embed

Embedded partners are able to seamlessly integrate our global address capture and verification products into their applications, which will truly enhance a customer's experience.

Our address verification solutions will capture a verified address in 5 key strokes or fewer as a user is entering it and enable the batch verification and enhancement of million of address records by parsing, matching, formatting, transliterating and enhancing them for over 245 countries and territories, all via easy to integrate APIs.

Enhance + Integrate



Embed features

Embed Loqate's complete addressing solution and generate revenue from Loqate licence fees.

Embedding Loqate into your existing functionality lets you seamlessly power up your customer's applications. Our easy to fit integrations will bring the world of address data and verification to every single transaction.

We fully support our embed partners with the following:



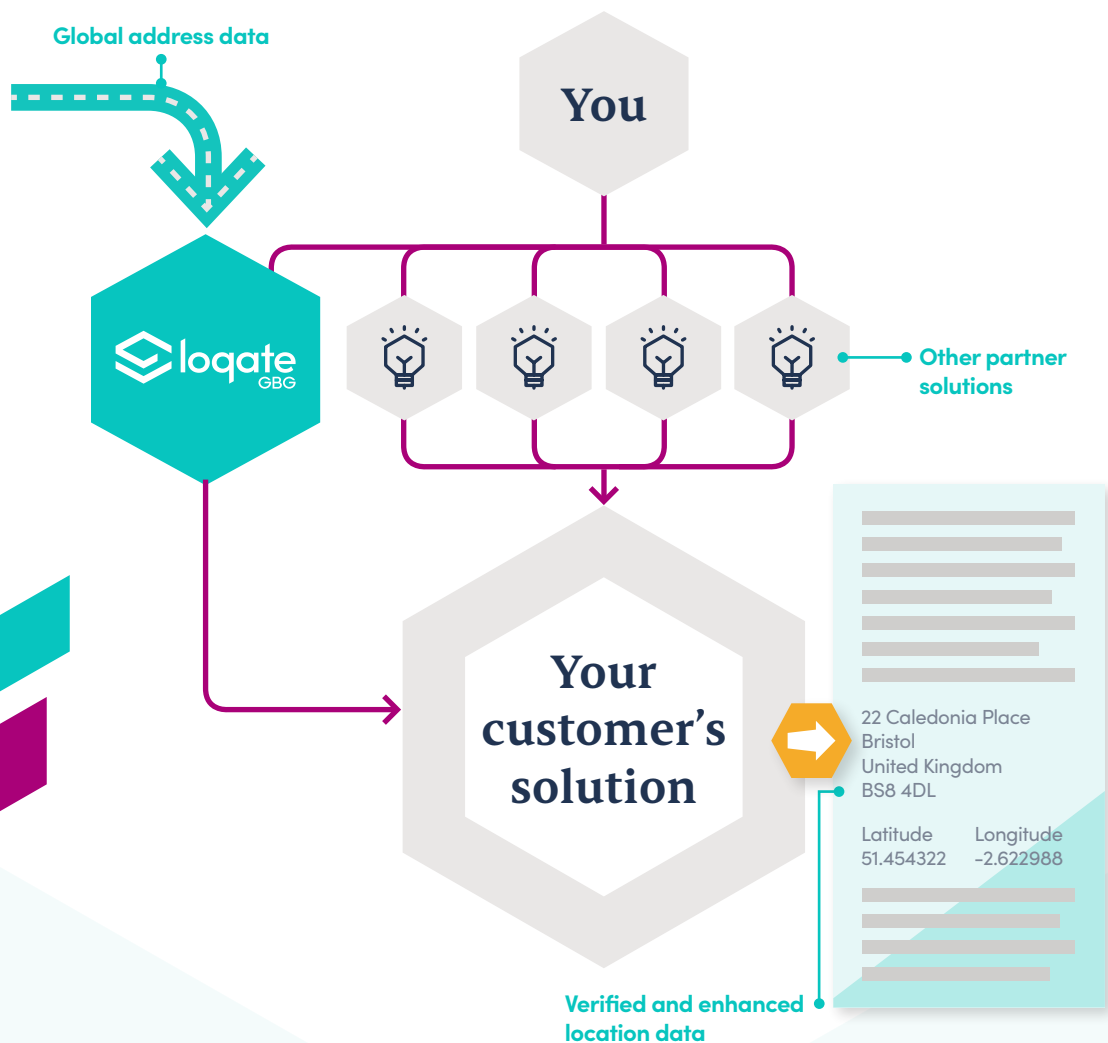
Implement

Our Implement partners can easily incorporate Loqate's capabilities into larger solutions they are architecting and deploying for clients.

Our sales and technical teams will provide support throughout the entire process from selling in the solution, to delivering the Loqate integration. This makes Loqate simple to deploy alongside other key functionality and partner offerings.

Loqate provide partners with a flexible solution and simple integration, supported by sales, marketing and solution design.

Architect + Deploy



Implement features

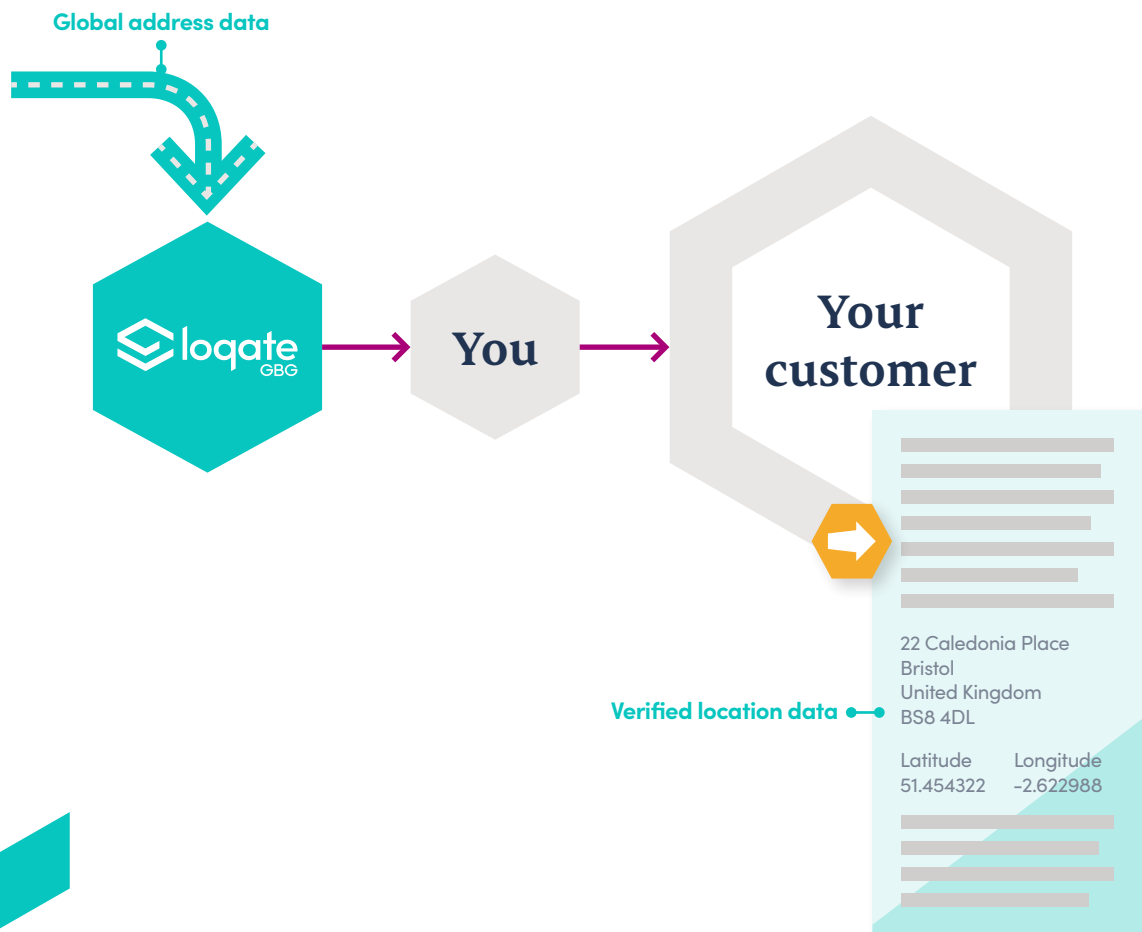
Implementing Loqate allows partners to architect and deploy Loqate's solutions into client projects, delivering optimized customer experiences.



Resell

At Loqate, we are proud to see our one complete solution being used across the world. As a reseller, you can recommend our proven solution to your customers, with confidence, earning commission fees and customer satisfaction.

Sell + Support



Resell features

Resellers recommend our solution, transact the sale, and manage billing with the client, leaving Loqate to manage the integration, professional services and support responsibilities.

As a reseller, you have the flexibility to recommend Loqate to your customers with complete confidence in our comprehensive global address data and verification capability.

The image displays four light blue, downward-pointing chevron-shaped cards, each containing a teal hexagonal icon and a text label. From left to right: 1. An icon of a smartphone with a list, labeled 'Loqate sales materials'. 2. An icon of two people talking, labeled 'Joint marketing planning'. 3. An icon of a person at a computer with a chart, labeled 'Sales training'. 4. An icon of a gear, labeled 'Free development licenses'.

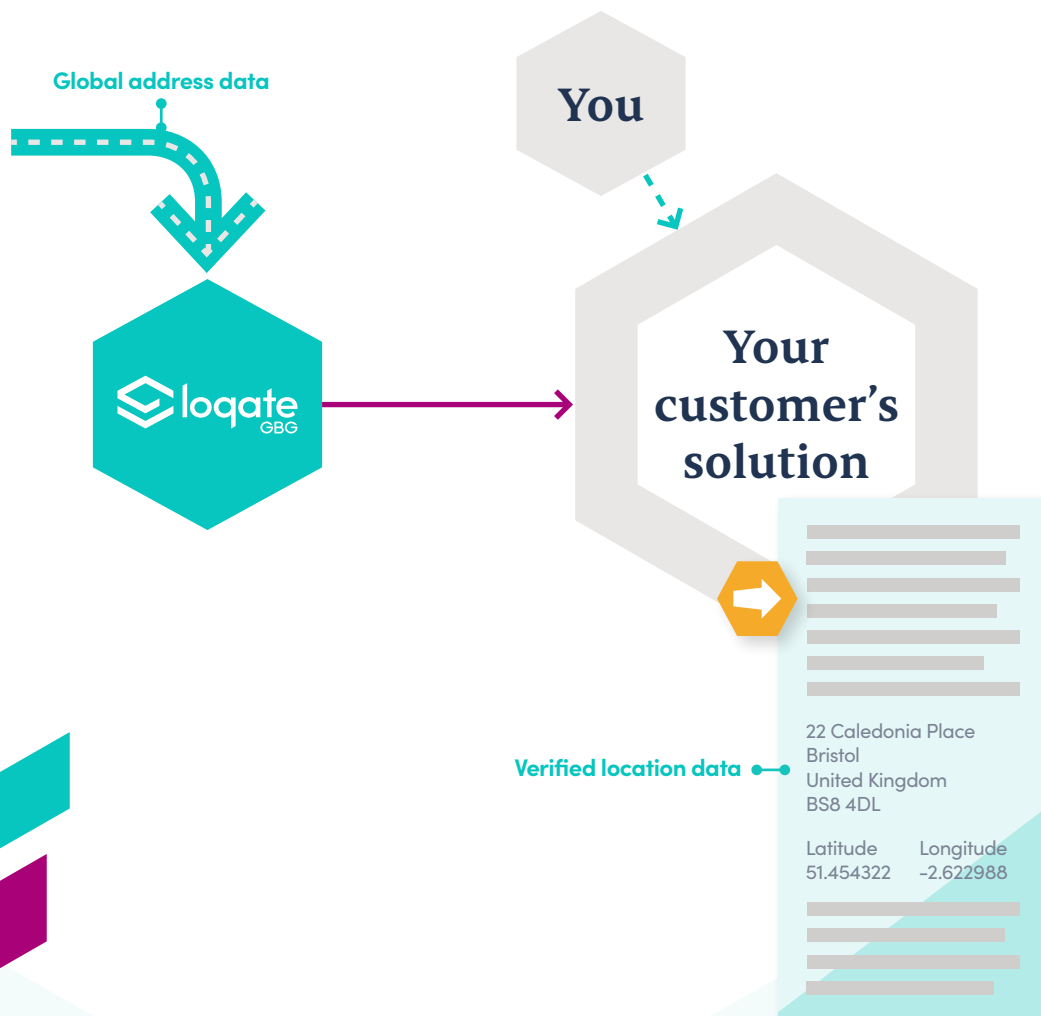
Get on board fast to increase your revenues and we'll take the strain of delivering the solution your customers need.

Refer

Loqate provides the resources to support the sales, professional services, support and billing responsibilities of a customer implementation of our location and address verification services.

As a referrer, you can recommend our proven integrated solution to your customers with confidence, earning commission fees and customer satisfaction.

Refer + Benefit



Refer features

Get on board fast and start generating commissions. Simply refer us and we'll do the rest.

- 

Loqate sales materials
- 

Partner directory listing
- 

Sales training
- 

Free development licenses

Partner benefits

Our partners enjoy many benefits from sales support through to onboarding, technical support and training as highlighted below.

Sales and Marketing Benefits

Evaluation licenses

Sales leads

Sales teaming and alignment

Loqate sales materials & tools

Loqate marketing tools & campaigns

Joint marketing planning

Co-branded whitepapers/solution briefs/success stories

Joint press release support

Partner badge

Loqate logo usage

Partner directory listing

Product listing on loqate.com

Partner recognition and awards

Enablement Benefits

Free online sales training

Free online technical training

Free development licenses

Product technical integration support

Customer joint solution support

Access to APIs, toolkits

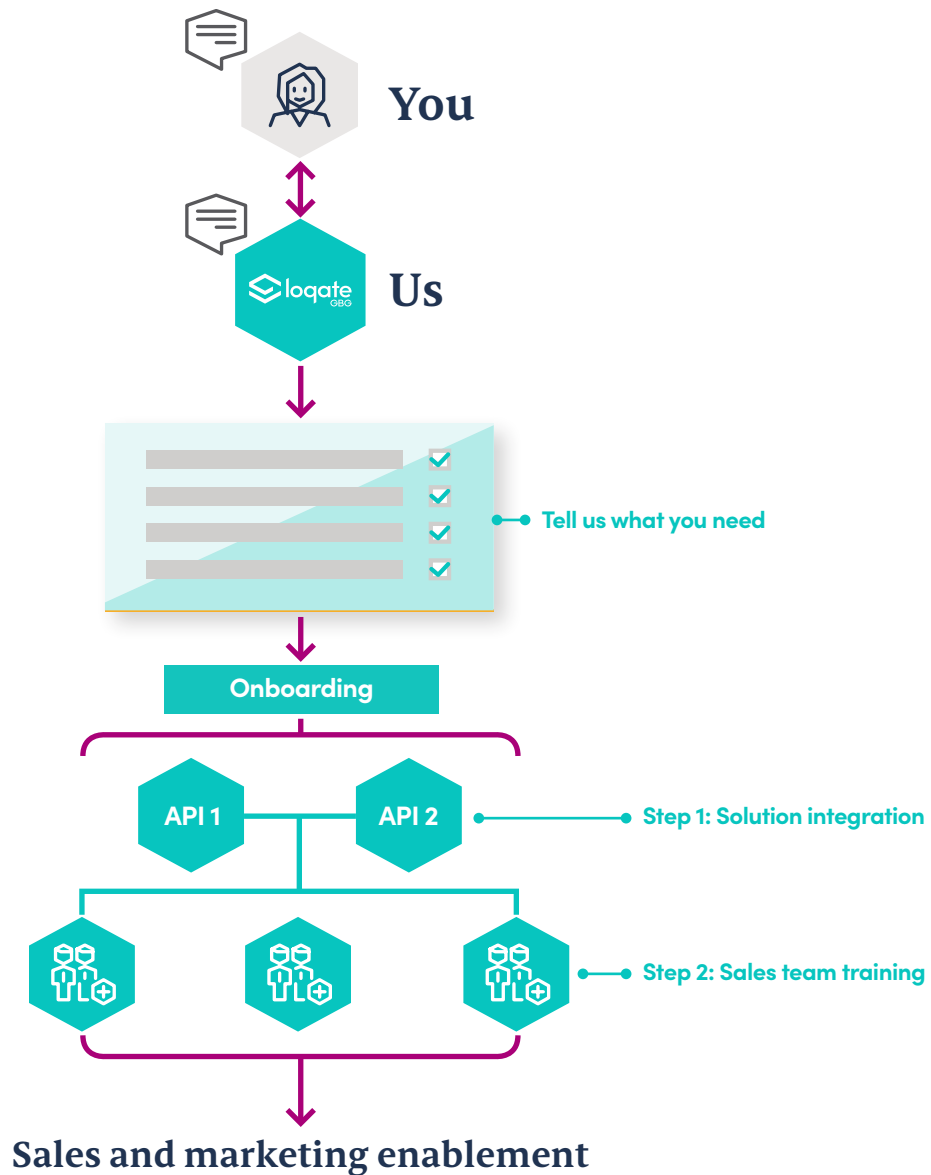


Want to become a partner?

Contact our dedicated Partner Team at partnerprogram@loqate.com

Next steps

The process is designed to enable partners from initial call through to onboarding, training, sales and marketing enablement.



Contact us

Once enrolled in our program, partners have access to an account manager, joint marketing & PR initiatives, private partner portal, product support, co-created case studies and white papers, as well as sales and marketing training resources.

If you'd like to know more about our partner program and to discuss your specific requirements contact our partner team today.



Contact our Partner Team at
partnerprogram@loqate.com



Helping every business in the world
reach every customer in the world

loqate.com