

Partner Program

Thales Identity & Biometric Solutions



About Thales

Thales is a global technology leader with more than 80,000 employees on five continents. The Group is investing in digital and “deep tech” innovations – Big Data, artificial intelligence, connectivity, cybersecurity and quantum technology – to build a future we can all trust. Trust is essential for societies to flourish, with humans playing a central role in every critical decision.

Thales’s high-tech solutions, services and products help companies, organisations and governments to achieve their goals and ambitions. And in each of our five vertical markets — digital identity and security, defence and security, aerospace, space, and transport — our customers play a vital role in society.

The world leader in identity and biometric security solutions, Thales serves governments, public authorities and private entities in the fields of civil identity and public security.

Our expertise and technology underpin secure documents such as passports, ID cards, and driver licenses that are at the heart of ID schemes. We also provide solutions for verifying identities of individuals when crossing borders, being enrolled in national registers, boarding planes, trains or cruise liners, visiting critical infrastructures and sensitive sites, opening bank accounts, renting or leasing cars, checking into hotels and many other occasions.

Thales Identity & Biometric Solutions enable our clients to easily verify the identities of their customers, while limiting fraud and complying with regulations. These solutions are widely used by governments and commercial entities alike, operating in vertical markets including:

- | Border/Immigration
- | Public or Private Civil Identity Schemes
- | Law Enforcement
- | Transportation / Travel / Passenger Processing
- | Hotels & Hospitality
- | Gaming & Casinos
- | Telecom
- | Banking & Financial Services
- | Automotive Financing & Car Rentals
- | Healthcare
- | Retail
- | Education
- | Kiosk / OEM
- | Visitor & Security Management

Partner Program Objectives

Thales Identity & Biometric Solutions (IBS) Partner Program is a framework that facilitates collaboration between the various entities that operate within the identity verification and biometrics ecosystem. Through this global network, we offer a localized and accessible experience to our diverse customers. Our program enables our partners to create a sustainable and profitable business, by enriching their offer portfolio and providing them with the skills and expertise needed to resell and/or distribute Thales products, taking advantage of the ongoing growth in the Identity verification market.

According to a study by MarketsandMarkets, the global identity verification market is expected to see a compound annual growth rate of **16.6% between 2020 and 2025.**

The Partner Program defines the following types of partners:

- | **Distributors**
- | **Prime Resellers & Resellers**
- | **Value Added Resellers (VARs)**
- | **System Integrators (SIs)**

The Portfolio for Partners

Thales Identity & Biometric Solutions (IBS) Partner Program features a wide range of products:

- | **Document readers** for inspecting, authenticating, and capturing data from ID or travel documents
- | **Document Verification SDK** to verify authenticity of travel and/or ID document
- | **Biometric scanners** for biometric capture, identification and verification using fingerprints or iris
- | **Biometric SDKs** for efficient and accurate biometric authentication



Program Benefits

	Distributor	Prime Reseller	Value Added Reseller		System Integrator		Reseller
			Gold	Silver	Gold	Silver	
Framework Contract	Mandatory	Mandatory	Mandatory		Optional		
Front-End Discount	Eligible	Eligible	Eligible	Eligible	Eligible	Eligible	Eligible
Back-End Incentive	Eligible		Eligible				
Marketing Development Fund	Eligible		Eligible				
May Sell to End-Customer		•	•	•	•	•	•
May Sell to Other Partners	•	•					
Partner Portal Access	•	•	•	•	•	•	•
Customer Support Portal Access	•	•	•	•	•	•	•
Welcome Pack including Free Samples of High-Runner Products for Demo	•		•				
Not For Resale (NFR)	•	•	•	•	•	•	•
Listing on Thales Website	•	•	•	•	•	•	•
Sales Setup and Support Training	Online Live	Online Live	Online Live	Online Pre-recorded	Online Pre-recorded	Online Pre-recorded	Online Pre-recorded
Initial Enablement Workshop¹			•	•	•	•	
Leads from Thales IBS	•	•	•		•		
Annual Executive Review	•	•	•				

⁽¹⁾ Up to 3 days, subject to Business Plan. Additional days subject to fee.

Program Requirements

	Distributor	Prime Reseller	Value Added Reseller		System Integrator		Reseller
			Gold	Silver	Gold	Silver	
Geography Coverage	•	•					•
Vertical or Industry Coverage			•	•	•	•	
Minimum human resources (Dedicated Sales / Non-Dedicated Tech)	2/0	1/0	1/1	1/1	1/1	1/1	1/0
Training for Sales and Support	•	•	•	•	•	•	•
Customer Support	L1	L1	L1 + L2	L1 + L2	L1 + L2	L1 + L2	L1
Thales Logo on Partner Website	•	•	•		•		
Business Plan	•		•	Optional			
Annual Revenue Commitment	•		•				
Sales Forecast & POS Report ¹	•	•	•		•		
Quarterly Business Review	•	•	•	Optional			
Inventory	•	•					
Minimum Single Order Value	10K€	5K€	3K€	N/A	3K€	N/A	N/A

⁽¹⁾ Point of Sales report

Ready to join?

Thales IBS Partner Program provides the skills and expertise needed to drive your revenue, differentiate your business, and provide more value to your customers, using Thales solutions. Together, we can address various markets to help customers limit identity fraud and comply with the local regulations.

For full details of the Program, we invite you to reach out to the program representative with any questions:

IBSPartnerProgram@thalesgroup.com

THALES

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