

PAGERO

Part of Thomson Reuters

Terms and Conditions

Pagero Partner Program

Version: 2.0

Last updated: January 2025

Referral partners

	STANDARD	PREMIUM	PREMIUM+
REFERRAL PARTNER BENEFITS			
Referral Finder's Fee on year 1 ACV ¹	10%	20%	35%
Additional Referral Finder's Fee for Integrated Partners using Pagero APIs ²		15% (Total Finder's Fee 35%)	15% (Total Finder's Fee 50%)
Access to Partner Portal	✓	✓	✓

REFERRAL PARTNER OBLIGATIONS			
Partner Fee (per supported market)	Free	1.000 € / year	1.000 € / year
Lead and Deal Registration via Partner Portal	✓	✓	✓
Sales and Marketing campaign(s) towards prospects and existing customer base led by Partner ³		2 per year	4 per year
Minimum Lead Submissions and Won Referral Opportunities ⁴		10 leads (each > 5.000 € opportunity value) and/or 25.000 € in closed ACV total	20 leads (each > 5.000 € opportunity value) and/or 50.000 € in closed ACV total

Referral partners – Terms

¹ Referral Finder's Fee on year 1 ACV ¹ ACV is the sum of fixed yearly license revenues. Referral Finder's Fee is a one-time payment, only paid on ACV of the 1st year. For the sake of clarity, variable transaction revenue does not count as ACV.

² Additional Referral Finder's Fee for Integrated Partners using Pagero APIs ² Discounted prices will only be applied to API integrated products.

³ Sales and Marketing campaign(s) towards prospects and existing customer base led by Partner ³ A campaign is defined as "an organized course of action to promote and sell a product or service with a pre-defined Marketing budget and Sales target".

⁴ Minimum Lead Submissions & Won Referral Opportunities ⁴ If the Referral Partner does not meet this requirement, Pagero may choose to invoice the difference or to downgrade the partner to any lower tier.

Reseller partners

STANDARD

PREMIUM

PREMIUM+

RESELLER PARTNER BENEFITS			
Referral Finder's Fee on year 1 ACV ¹	10%	20%	35%
Reseller Discount on Licenses and Transactions	10%	15%	25%
Additional Referral Finder's Fee (on Licenses, 1st year) or Additional Reseller Discount (on Licenses and Transactions, annually) for Integrated Partners using Pagero APIs ²		15% (Total Finder's Fee 35%) (Total Reseller Discount 30%)	15% (Total Finder's Fee 50%) (Total Reseller Discount 40%)
Access to the Pagero Partner Portal	✓	✓	✓
End-Customer Setup and Implementation discounts for Integrated Partners using Pagero APIs ³		✓	✓

RESELLER PARTNER OBLIGATIONS			
Partner Fee (per supported market)	1.000 € / year	5.000 € / year	Starting at 5.000 € / year
Lead and Deal Registration via Partner Portal	✓	✓	✓
Sales and Marketing campaign(s) towards prospects and existing customer base led by Partner ⁴		2 per year	4 per year
Min. new ACV purchased every year (per supported market) ⁵		25.000 €	50.000 €

Reseller partners – Terms

¹ Referral Finder's Fee on year 1 ACV ACV is the sum of fixed yearly license revenues. Referral Finder's Fee is a one-time payment, only paid on ACV of the 1st year. For the sake of clarity, variable transaction revenue does not count as ACV.

² Additional Referral Finder's Fee (on Licenses, 1st year) or [...] for Integrated Partners using Pagero APIs Discounted prices will only be applied to API integrated products.

³ End-Customer Setup and Implementation discounts for Integrated Partners using Pagero APIs Discounted prices will only be applied to API integrated products. When the Setup and implementation of specific Pagero Services can be streamlined or optimized as a direct result of an Pagero API integration realized by the Partner, the Reseller purchase price of the Setup and Implementation of these services will be discounted appropriately.

⁴ Sales and Marketing campaign(s) towards prospects and existing customer base led by Partner A campaign is defined as "an organized course of action to promote and sell a product or service with a pre-defined Marketing budget and Sales target".

⁵ Minimum new ACV purchased every year If the Reseller Partner does not meet this requirement, Pagero may choose to invoice the difference or to downgrade the partner to any lower tier.

Recommended partners

VALIDATED
PARTNER ¹

INTEGRATED
ISV ²

IN-APP
ISV ³

RECOMMENDED PARTNER BENEFITS			
Certified integration/connectivity ¹		✓ <i>If applicable</i>	✓ <i>If applicable</i>

RECOMMENDED PARTNER OBLIGATIONS			
Partner grants Pagero the non-exclusive right to promote the solutions under this partnership to the market	✓	✓	✓
Partner agrees to provide information and materials for promotional purposes	✓	✓	✓
Sales and Presales support for Pagero on prospect and customer opportunities	✓	✓	✓
Commercial model	Referral Fee (optional)	Referral Fee (optional)	Rev-share defined case by case

Recommended partners – Terms

¹ Certified integration/
connectivity

A certification that can be achieved by a partner after integrating to Pagero in accordance to the Integration Plan, and the Integrated Partner Terms. Amongst other things, the integration must be developed in such a way that it is reusable and scalable.

Version history

This version (Version 2.0) of the Pagero Partner Program replaces any previous version or versions of the Pagero Partner Program.

The Pagero Partner Program is subject to change. For the latest version, please refer to:
www.pagero.com/gated-page/partner-program-terms/

Version 1.0

⌘ April, 2022

Version 1.1

⌘ May, 2022

Version 1.2

⌘ February, 2023

Version 1.3

⌘ December, 2023

Version 2.0

⌘ January, 2025 (current)

Participants

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