

Why Partnerships?

- Scaling in new markets (USA & Canada)
- Access to new customer segments
- Strengthening the technology ecosystem
- Win-win synergies in sales & integrations



Target Partner Groups

We focus on:

- Resellers & Distributors
- Technology & Integration Partners
- Hardware Vendors (Kiosks, Terminals, Displays)
- Industry Networks & Associations



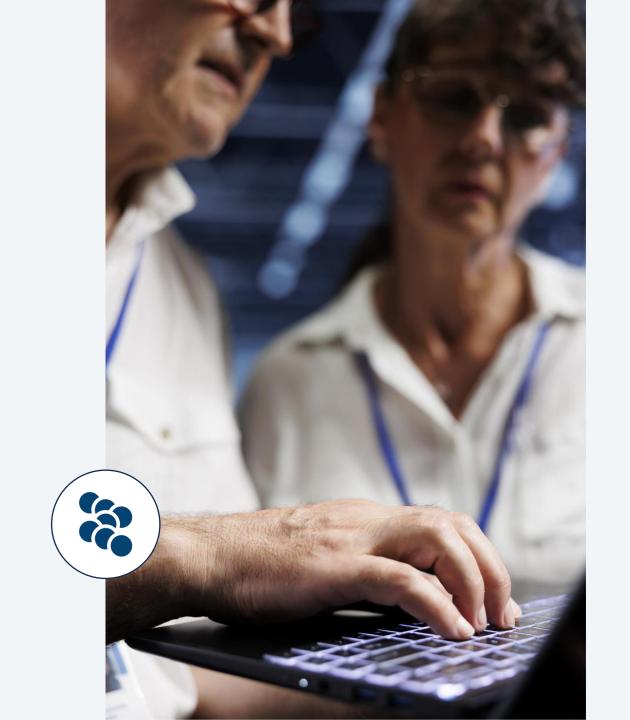
Partnership Models

Model	Description	Key Benefit
Referral Partner	Introduce leads – earn commission	Quick start
Reseller Partner	Sell cleverQ under own contract	Revenue sharing
Integration Partner	Connect via API – create joint value	Added value for end users
Strategic Alliance	Deep collaboration & co-marketing	Long-term growth

Partner Support

We invest in our partners' success:

- Technical support & integration guidance
- Training sessions & certifications
- Partner portal with sales kits & API docs
- Co-marketing: webinars, events, social media



2025 Milestones



Q2

Onboard 3 referral partners



Q3

Launch 2 active integration partners

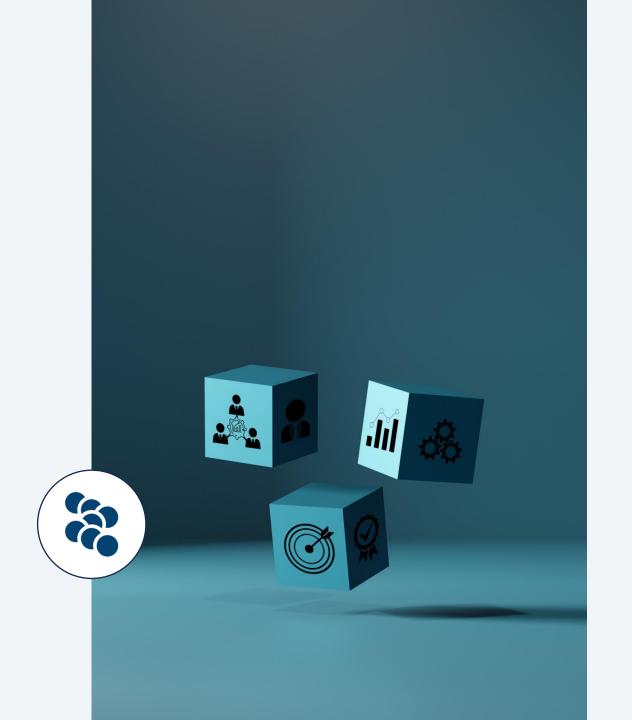


Q4

Secure 1 strategic alliance with >€500k revenue potential

Success Metrics

- 25% of annual revenue via partners
- Time-to-revenue ≤ 3 months
- 90% partner satisfaction rating



Next Steps

- Identify & prioritize potential partners
- Launch partner program in April 2025
- Build internal partner enablement team



