

Gilbarco® Passport® Point of Sale Partner Certification Programs



| | DESCRIPTION | CERTIFICATION FEE | | RECERTIFICATION FEE | | Access to Gilbarco API & Functional Spec | Partner Stamp (Certified/Approved) | Technical Documentation Review and Approval | Gilbarco User Conference Exhibit Invitation | Listed on Gilbarco Website & Collateral | Endorsed Partner Status | Gilbarco Veeder-Root Logo Rights | Joint Marketing Opportunities | Gilbarco Supported Press Release | Sales Support for Joint Opportunities | Development Support |
|---|--|---------------------|--------------------------------------|---------------------|-------------|--|------------------------------------|---|---|---|-------------------------|----------------------------------|-------------------------------|----------------------------------|---------------------------------------|---------------------|
| | | Labor & License Fee | Annual License Support & Maintenance | Incremental | New Version | | | | | | | | | | | |
| <p>Level 1: "Gilbarco Approved"</p> | <p>Partner writes to Gilbarco Application Programming Interface (API), protocol specification, or technology and tests thoroughly in the partner lab prior to submitting to Gilbarco for certification.</p> <p>Solution verification consists of partner using Gilbarco generic testing criteria, developing solution scripts and submitting results to Gilbarco for review and subsequent approval.</p> <p>This level will require some consultancy from the Gilbarco engineering team, but no lab time. May require references. All supporting documentation must be submitted by partner prior to certification review by Gilbarco.</p> | \$13,250 | \$1,000 | \$7,000 | \$13,250 | • | Approved | • | • | • | | | | | | |
| <p>Level 2: "Gilbarco Certified"</p> | <p>This level is a joint certification verification-only process. Certification will be managed in alignment with a pre-defined Gilbarco product release cycle.</p> <p>Partner writes to Gilbarco API, protocol specification, or technology and tests thoroughly in the partner lab prior to submitting to Gilbarco for certification.</p> <p>Solution verification consists of partner and Gilbarco certification team collaboration in Gilbarco labs, but requires no additional Gilbarco development. May require references. All supporting documentation must be submitted by partner prior to certification review by Gilbarco.</p> | \$19,875 | \$1,500 | \$10,500 | \$19,875 | • | Certified | • | • | • | • | • | • | • | • | 120 Hours |