

Appendix 2

Solution Provider Programme Benefits



Cooperation, networking and services

The Partner is offered a discount on selected services* from GS1 Ireland.	50%	30%
The Partner can bring customers to the GS1 Ireland Knowledge Centre for information and demonstration of solutions. Discount in accordance with Partner level.	FOC	75%
The Partner can use meeting rooms at GS1 Ireland free of charge for customer meetings in the initial project phases, when the projects also include payable assistance from GS1 Ireland.	✓	✓
GS1 Ireland can invite the Partner to participate in projects managed by GS1 Ireland and where the Partner's assistance, equipment or solutions are relevant to the project.	✓	✓
GS1 Ireland will inform Partners about possible projects where the Partner may be a relevant supplier.	✓	✓
GS1 Ireland will build up basic competence on the Partner's products that are used in the partner/provider's showcases in GS1 Ireland Knowledge Centre, such that a general presentation can be given to the visitors.	✓	✓
GS1 Ireland will invite the Partner as co-organiser and/or sponsor at seminars and conferences organised by GS1 Ireland, where it is relevant and does not conflict with other interests.	✓	✓
GS1 Ireland will obtain assistance from the Partner when it is relevant in connection with tests, product demonstrations or training measures.	✓	✓
GS1 Ireland will take the initiative for regular cooperation meetings with the Partner where the parties can inform each other about the status and uncover possible areas of collaboration, to ensure the Partner gains benefit from the partner cooperation	✓	✓
Platinum and Gold Partners will be assigned their own Key Account Manager, who is tasked with managing the cooperation between the Partner and GS1 Ireland on an on-going basis.	✓	
In cooperation with Partners, GS1 Ireland will prepare a separate action plan for what activities are to be implemented and how the parties shall collaborate during the year.	✓	

Influence

The Partner has the opportunity to engage in various expert groups, within the global GS1 community, to influence and participate in the development of GS1 standards and develop the necessary expertise to support their adoption.	✓	✓
A Partner is invited to contribute with its own input and recommendations in relation to the future development of the GS1 Ireland Knowledge Centre. The aim is for the GS1 Ireland Knowledge Centre to be updated with new showcases on an ongoing basis, in line with relevant trends and technological development.	✓	



Profiling

The Partner can refer to the agreement with GS1 Ireland in its own marketing. For this the logo in accordance with the participation level is made available and applies.	✓+	✓
GS1 Ireland shall profile the Partner's logo in the GS1 Ireland Knowledge Centre and generally refer to partners during all general visits to the centre. Platinum & Gold Partner logos will be emphasised and separately profiled.	✓	✓
GS1 Ireland shall make information on the Partner and their products & services available, as well as a link to their website under the "Find a supplier" service on GS1 Ireland's website.	✓	✓
In cooperation with GS1 Ireland, the Partner can develop "showcases" for presenting its own solutions in the GS1 Ireland Knowledge Centre.	✓	✓
GS1 Ireland will use a relevant reference case from the Partner in presentations and lectures where this is relevant.	✓	
GS1 Ireland will profile Partner logos in selected mailings from GS1 Ireland.	✓	
GS1 Ireland will profile Partner logos in our newsletters.	✓	
GS1 Ireland assists with making information available about the Partner on GS1 Global's website.	✓	
GS1 Ireland will profile the Partner on GS1 Ireland's website, on a separate carousel banner.	✓	

Expertise

The Partners' employees are welcome to participate in standard classroom courses organised by GS1 Ireland where there are still places available 10 days prior to the start of the course.	FREE	50%
Pursuant to further agreement GS1 Ireland can arrange internal company courses for employees, related to GS1 standards, including: Identification, Data Capture and Data Sharing. Price by agreement. Discount in accordance with Partner level.	30%	15%
GS1 Ireland will arrange at least one fixed annual network meeting for all Partners with updates on important initiatives and activities from GS1 - globally and nationally.	✓	✓
Pursuant to further agreement GS1 Ireland can assist Partners on relevant courses/seminars/conferences that they are organising.	✓	✓
At their own expense, Partners can participate at the global GS1 Standards Event which is arranged twice a year - once in Europe and once in the US.	✓	✓

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