




Partner Certification Overview

Certification Requirements

ShipCompliant is dedicated to eliminating compliance headaches by making compliance easy. Through its partner certification program, ShipCompliant recognizes technology partners who have integrated ShipCompliant functionality with their existing technology platform to create a streamlined user experience.

In order to be recognized as a ShipCompliant integrated partner in sales and marketing materials, your integration must fall into one of the following three categories: Compatible, Certified or Gold Certified.

» **Technology**

Integration meets all level-requirements (see Features Checklist)	X	X	X
Solution and workflow have been reviewed and documented by ShipCompliant technical staff	X	X	X
Integration covers all order sources for this platform		X	X

» **Support**

Written documentation on integration available	X	X	X
Video demo is available for viewing	X	X	X
Partner support team trained on ShipCompliant		X	X
Partner sales team trained on ShipCompliant		X	X

» **Marketing Requirements**

ShipCompliant listing/logo and link on partner website		X	X
Partner distributes co-branded email to existing customers not using integration			X

» **Customer Usage**

Number of ShipCompliant integrated customers	contact for details
Number of customers that can be referenced on their use of the integration (must complete Reference Form)	
Customer integration testimonials available for use	

Partner Certification Overview



Partner Benefits

ShipCompliant certified partners have an edge in providing clients with a total solution through integrated technologies. The following benefits are available to ShipCompliant certified technology partners.



Compatible Partner Benefits

- ✓ Listing on shipcompliant.com
- ✓ Monthly partner newsletter with ShipCompliant updates / new features
- ✓ Permission to list ShipCompliant certification on website and printed marketing materials
(ShipCompliant approval required)



Certified Partner Benefits

- ✓ All Compatible Partner benefits
- ✓ Logo placement and 'Certified' partner listing on shipcompliant.com
- ✓ Co-branded product sheet (created by ShipCompliant)
- ✓ Special vendor opportunity at annual ShipCompliant Users Conference
- ✓ Permission to use ShipCompliant integration/certification status in press release
(ShipCompliant approval required)



Gold-Certified Partner Benefits

- ✓ All Certified Partner benefits
- ✓ Dedicated partner page on shipcompliant.com (featuring integration video and case study)
- ✓ Case study on customer currently using integration
- ✓ Feature in ShipCompliant monthly newsletter
- ✓ Eligible for co-branded press releases with ShipCompliant quote (ShipCompliant approval required)

Partner Certification Requirements



	Compatible	Certified	Gold Certified	
» Compliance Checks (cont.)				
Suggest solutions for non-compliant orders			x	Your system offers and supports the following solutions to non-compliant orders: split an order, re-address an order and set a future ship date.
Provide consumer friendly compliance messages			x	Your system interprets ShipCompliant messages to produce consumer friendly or customer service representative friendly feedback.
Compliance override			x	Your system can override a non-compliant order status for fulfillment and reporting.
Quarantine non-compliant orders			x	A mechanism exists to hold non-compliant orders so they are not automatically sent to fulfillment and can be addressed at a later time.
» Product/Inventory Management				
Batch update products in ShipCompliant	x			The order system produces a list of products in a file that can be imported into ShipCompliant without further manipulation.
Product synchronization			x	When a product is added to your system, the new product can be pushed to ShipCompliant (before new orders are created with that product).
Inventory synchronization			x	Your system pulls inventory levels for certain 3rd party shippers to give your end user visibility into available inventory levels.
» Address Validation				
Street level address validation		x	x	Do you present the street level address check results to the operator or customer?
Address override suggestions		x	x	Do you provide a mechanism for overriding street level errors and address suggestions?
Stand-alone address checks			x	Do you run address checks on profile creation or within a customer profile outside of the order creation process?
Store address changes			x	Does your system persist the address suggestions and changes to your local database?
» Fulfillment Gateway				
Set future ship dates			x	Your system can accept orders that will ship in the future, and you run compliance checks and commit those orders with the future ship dates.
Automatically void orders in ShipCompliant when canceled/returned		x	x	Your system voids an order in ShipCompliant if the order is cancelled/returned after shipped.
Support for non ShipCompliant customers			x	The integration supports sending orders for fulfillment for non-ShipCompliant customers.
Support multiple fulfillment locations		x	x	Your system allows the user to set the appropriate fulfillment location with an order
Support multiple fulfillment accounts			x	Your system allows the user to set the appropriate fulfillment account, for wineries that have more than one fulfillment account at the same location.