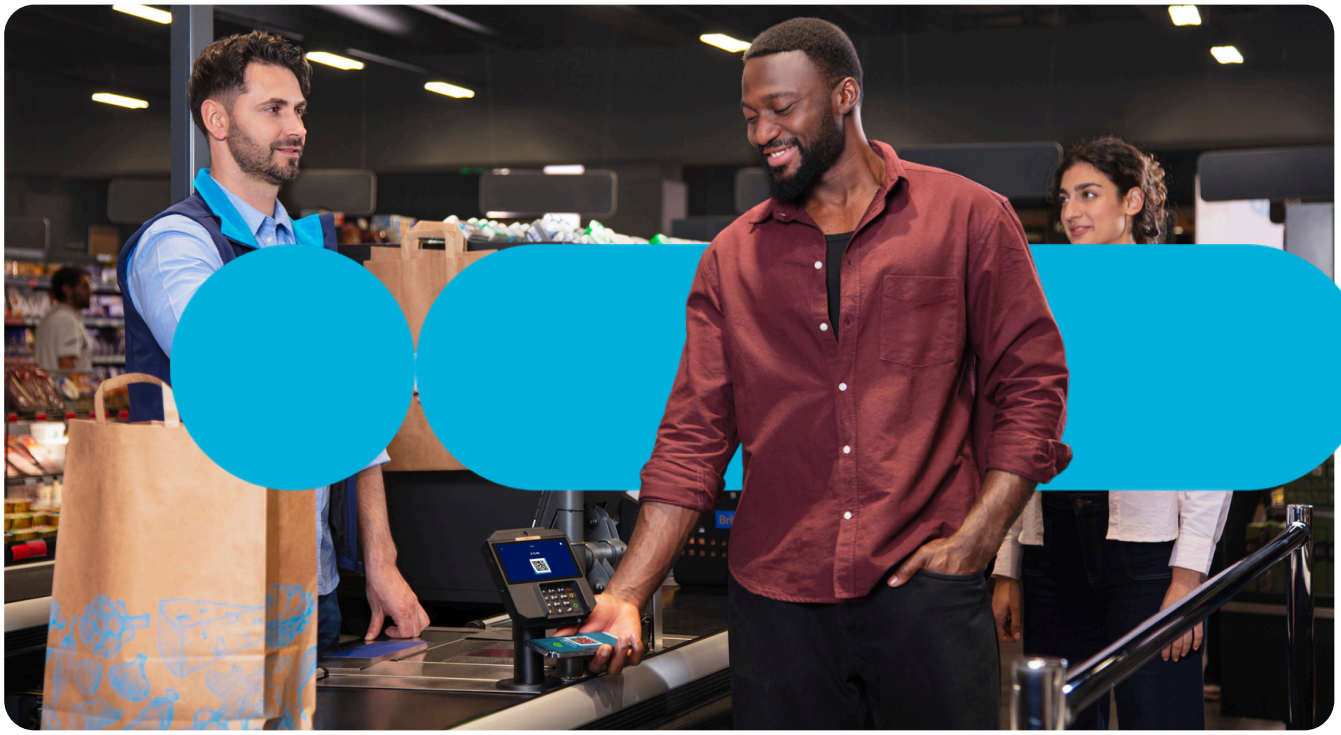
The Advantages of the Optimal Payment Technology and Distributor Partnership

In the IT channel, partnerships have a direct impact on businesses and their bottom lines. One of the most consequential relationships is between a payment technology provider and a distributor. A solid, good-fit partnership benefits both companies, but it also extends to the value-added resellers (VARs), independent software vendors (ISVs), and end users who gain easy access to the technology, expertise, and service they need.



Great Outcomes When a Payment Technology Provider Partners with a Leading Distributor

In the point of sale (POS) space, payment technology is essential. Retailers, restaurants, and other merchants need solutions that allow them to accept the payment methods that their customers want to use, quickly and securely. Distributors work with their payment technology partners to ensure that their VAR, ISV, and enterprise customers have the right models for implementation.

However, a productive partnership, like the relationship that Ingenico has with ScanSource, is more than transactional. It's collaborative. Ingenico brings its expertise in payments, and ScanSource brings its solutions and industry knowledge to the table to help businesses select, deploy, and maximize the value over the lifetime of their systems.

Our Android-Based Payments Success Story

A great example of the Ingenico-ScanSource partnership in action is bringing the power of Ingenico's AXIUM Android payment technology to merchants, VARs, and ISVs. Open, flexible AXIUM allows merchants to run business applications on payment terminals while keeping payment data secure.

AXIUM payment terminals can run loyalty, customer feedback, digital receipt, and even inventory management solutions in addition to payments software. This technology allows merchants to create unique experiences at the point of sale and operate more efficiently, helping merchants get the most value from their investments in payment technology.

AXIUM is also designed to accept the full range of payments, from traditional credit and debit to alternative payments. AXIUM terminals can accept mobile wallets, buy now, pay later (BNPL), bank transfers, and cryptocurrency, enabling those options in-store at the point of sale. Although offering payments flexibility, highly secure AXIUM complies with the latest Payment Card Industry Security Standards Council (PCI SSC) requirements.

The AXIUM platform and terminals' features and flexibility allow ScanSource to leverage it along with POS terminals, systems, and peripherals to help its customers build world-class solutions.

Furthermore, ScanSource is partnering with Ingenico to bring Ingenico's Next-Gen AXIUM terminals to its market. These AI-ready terminals enhance user experiences, enable light, visual, and audio cues for greater accessibility, and feature larger screens for effective customer engagement. Our relationship allows ScanSource's customers and partners to use the latest technology and to create feature-rich, future-proof solutions.

How Our Partnership Benefits Retailers and Other Merchants

Merchants gain several advantages when their solutions that include Ingenico payment technology come from ScanSource. Both of our companies are aligned on the importance of a customer-centric approach. The merchant never has to settle for an off-the-shelf solution.

Merchants can count on a solution tailored to their needs for exceptional experiences at the point of sale. Additionally, ScanSource has a team devoted to learning Ingenico's technology and the other devices and systems in their solution, so merchants have a single point of contact to answer any question or to help resolve issues.

Merchants also benefit from faster deployment. ScanSource and Ingenico ensure that in-demand devices are readily available, so merchants have the technology tools they need, when they need them.

How Our Partnership Benefits ISVs and VARs

The Ingenico-ScanSource partnership also helps ISVs and VARs grow their businesses. Working with established businesses like Ingenico and ScanSource lends credibility to channel partners and allows them to provide industry-leading technology. It can also help ISVs and VARs expand their market reach by helping to form valuable new relationships.

In addition, ISVs and VARs can take total solutions to market, adding value-added services and payment technology to their software, systems, and services. Collaboration with ScanSource and Ingenico allows channel partners to adapt to trends quickly to innovate, meet demands, and stay on the leading edge of their markets.

Partnership Makes It Possible

No one succeeds in the channel on their own. However, partnership alone does not lead to success. That requires forming the right partnerships. Ingenico's collaboration with ScanSource is a prime example of a partnership that's beneficial to us, our partners, and customers.

Keys are expertise, the willingness to collaborate, commitment to customer-centricity, and a forward-thinking view of a rapidly changing POS space.