

FICO Global Partners & Alliances Program

Driving decision intelligence and digital transformation through world-class analytics, rules, and optimization

As a leading analytics software company, FICO has been at the forefront of helping companies drive technological innovation and digital transformation for more than 60 years. We have pioneered the development and application of critical technologies behind decision management, including predictive analytics, business rules management and optimization, all now integrated into a single platform. We use these technologies to help businesses improve the precision, consistency and agility of their complex, high-volume decisions.

FICO is a recognized and respected name around the globe. Our clients include more than half of the top 100 banks in the world and more than 100 personal and commercial line insurers in North America.

We are looking for a selective set of OEMs, VARs, Distributors, Solution Integrators, and Tech Alliances to penetrate untapped regions and industries, and to deliver exceptional value to customers with FICO software.

As a FICO partner, you'll benefit from:

- Market-leading technologies
- Storied history, brand and market presence
- Partner lifecycle support
- Partner-centric training and a collaborative sales engagement



Industry opportunities

FICO's technologies provide a basis for multiple points of entry, customization, and unique solutions, creating vast specialization, technological and service-related opportunities for partners. Industry opportunities exist in: insurance, manufacturing & logistics, healthcare, energy & utilities, transportation, retail, telecommunications, and government among others.



Insurance



Telecommunications



Retail



Energy & Utilities



Transportation



Healthcare



Government



Manufacturing & Logistics

3 Reasons to Partner with FICO

1 Advanced and proven products and technologies

- FICO is recognized as a leader in the market for delivering world-class decision management and analytics.
- FICO’s breadth and depth of experience is unparalleled, bringing together data management, rules, strategies, predictive analytics and optimization, and facilitates collaboration. Learn more about our products at www.fico.com and contact us to discuss opportunity and fit.

2 Market presence and guidance

- FICO has established a presence around the globe and in a wide variety of industries, from financial services and insurance to retail and logistics.
- We’ll work with you to ensure that you get the technical training required to be successful and we will provide ongoing architectural oversight and guidance on your deals to make you ultimately self-sufficient. In addition, you’ll have access to our full range of sales and marketing collateral, and we’ll help you develop your offer, understand the market, and establish sales goals.

3 Financial benefit

- FICO offers a variety of partner models and our flexible pricing models support on-premises, subscription, and service-based pricing. Whether you are a reseller, distributor, system integrator, or OEM, we will work with you to find your fit.



“FICO is committed to investing in and expanding its ecosystem in a manner that will ensure dedicated and significant revenue opportunities for the willing Partner. We endeavor to create a relatively easy win-win for Partners: where, how, and what to sell with limited interference. We’ve built a business focused on financial services and insurance, that all but guarantees that anyone can scale into virtually any other industry across hundreds of use cases.”

Alexandre Graff,
Global SVP & Managing Director, FICO Global Partnerships & Alliances

FICO Partner Program Benefits		
Partner Discounts	Live Classroom Training Discounts	Listing on FICO Partner Web Page
Partner Account Manager (PAM)	Partner Solutions Pre-Sales Bootcamp	Use of FICO Logo on Partner Website
QBRs and Annual Business Plan Reviews	On-the-Job Training with FICO PS	Press Release with FICO
Sales Pipeline Planning and Reviews	Certification	Case Study/Success Story
Access to FICO PRM Portal	New Product Briefings	Joint Marketing Activities
On-Demand Partner Training	FICO Partner Program Logo	Demo Software License

Interested in partnering with FICO?
Contact partners@fico.com or fill out an inquiry form on our website at www.fico.com/partner



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