

# Technology Partner Program

*Align with IQVIA in implementing new platforms and breakthroughs*

IQVIA Technologies is building a top-tier partner ecosystem with programs that drive mutual success for both participating partners and our customers. We rely on collaboration with our technology partners as our customers modernize their technology platforms to address new challenges to their traditional business models.

In recognition of the key strategic role of technology partners in the development and commercialization of our customers' offerings, our Technology Partner Program is designed to drive win-win outcomes, leading to lasting relationships anchored in trust and mutual benefit.

## What kinds of technology partners is IQVIA seeking?

### INTEGRATED TECHNOLOGY PLATFORM PARTNERS

Technology companies that simplify and streamline integrations across systems to enable reliable, secure information exchange for IQVIA's customers.

- **Embedded Solutions**  
Leverage our seamless "born integrated" platform tailored to the specific needs of our customers
- **Lexi-Connected Solutions**  
Integrate with our API for ready-made access to the expanding IQVIA suite of connected offerings
- **Point-to-Point API Integrations**  
Meet customer needs with integrated solutions not supported by Lexi

### GO-TO-MARKET PARTNERS

Technology companies with whom IQVIA and/or our customers may have synergies from a commercial standpoint, even when little to no technical integration is required.

- **Reseller Partners**  
Take advantage of IQVIA's vast sales force around the globe
- **Referral Partners**  
Earn rewards for bringing in successful new leads or opportunities.

## The benefits of partnering with IQVIA

Partnership with IQVIA Technologies offers considerable opportunities to grow your business with the life sciences customer segment. Clients and IQVIA look to this certification as assurance that your organization has the skills and knowledge to support their business. Through dedicated resources and training, the Technology Partner Program cultivates a strong business relationship rich with potential.

## Program infrastructure and dedicated resources to help you succeed



### **IQVIA partner alliance manager**

- Dedicated resource assigned to your organization
- Responsible for meetings and strategic planning



### **Joint opportunity management**

- Sales enablement and marketing
- Product sales training
- IQVIA Technologies Partner logo
- Listing on IQVIA.com



### **Dedicated technical enablement and support**

- Sandbox environment
- Release notes and webinars
- Product training and documentation



### **IQVIA technologies partner portal**

- Gated access to partner services and critical information.

## Requirements for technology partner program eligibility

	INTEGRATED TECHNOLOGY PLATFORM PARTNERS	GO-TO-MARKET PARTNERS
<b>STRATEGIC ALIGNMENT (INCLUDING LEGAL)</b>		
Designated Partner Alliance Manager	X	X
Established meeting cadence (including QBRs if necessary)	X	X
Non-Disclosure Agreement	X	X
Master Alliance Agreement	X	X
Logo Use Agreement	X	X
Per use case: Solution Architecture (definition of best practices)	X	
<b>SALES AND MARKETING / GO-TO-MARKET</b>		
Alignment with Sales for appropriate enablement		X
Support within both companies to provide strategic marketing direction		X