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Strategic Partners

Company: Verit Global Labs Inc.

Program: Sales & Integration Partners (Founding Cohort)

Contact: partnerships@veritglobal.com

Scope: Payment Providers / PSPs / Banks, Auditors & Assurance, Systems Integrators (SIs), ERP/GL Vendors, Fraud/Risk Platforms

Executive Summary

- **What we do:** Deterministic settlement for high-volume payouts, with **proof-gated disbursement**. Same inputs \Rightarrow same outputs (byte-identical); money moves only when evidence is fresh and complete.
 - **Why partners win:** Fewer incidents & support tickets for your merchants, faster audits, higher win rates in competitive deals, and a wedge for expansion.
 - **Go-to-market:** Start with a **30–45 day dual-run pilot** on one cohort/flow, hit KPIs, then scale.
 - **Commercial:** Founding partners get preferred referral/reseller terms, co-marketing, sandbox access, and roadmap input.
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1) Solution Snapshot (for partner sellers)

- **Deterministic compute & transcripts:** We fold every event in a fixed order using 128-bit integer math and produce a **content-addressed transcript** of the calculation.
- **Evidence-gated disbursement:** A payout window releases only when these checks pass:
 - **Finance ACK** (reserves okay, window level)
 - **Compliance/Tax attestation** (cohort or principal level)
 - **Optional provider receipt** (e.g., batch total, header)Each check carries **freshness windows** and **quorum rules**;

missing/expired proofs produce **reason-coded holds** (only the affected slice is paused).

- **Safe change:** Canary cohorts, cross-version digest equality, and instant rollback; versioning is baked into transcripts.
 - **Where we sit:** Above existing rails, PSPs, banks, and ERPs; we do not require a rip-and-replace.
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2) Who Should Partner (ICP)

- **Payment providers / PSPs / banks** with enterprise platforms doing weekly payouts at scale (gaming, marketplaces, creator economies, usage-based SaaS).
- **Auditors / assurance firms** seeking evidence-first audits of payout correctness and control effectiveness.
- **Systems integrators** delivering fintech transformations, migrations, and compliance hardening.
- **ERP/GL vendors** wanting airtight reconciliation (digest ↔ GL) and faster close.
- **Fraud/risk vendors** whose signals can drive **reason-coded holds** instead of blanket freezes.

Pain signals to look for: rounding drift, reconciliation fire drills, clawbacks, nondeterministic jobs, change-management risk, regulator scrutiny, latency spikes at peak.

3) Partner Value — by Partner Type

3.1 Payment Providers / PSPs / Banks

- **Differentiate payouts** with provable correctness and controlled release.
- **Reduce support burden** (disputes drop as transcripts become first-line evidence).
- **Win migrations** where the buyer fears silent payout deltas—our dual-run & equality proofs de-risk the move.
- **Co-sell story:** “Your rails + Verit proof-gate” = speed + trust.

3.2 Auditors / Assurance / Compliance

- **Traceability:** Content-addressed transcripts, signed window roots, replay commands.
- **Control testing:** Direct evidence that gates worked (ACK/CT/receipt), with timestamps and freshness.
- **Faster fieldwork:** Drill-down without raw PII (stable principal IDs supported).

3.3 Systems Integrators (SIs)

- **Offer a deterministic rollout** methodology (canary → equality → promotion).
- **Bill profitable services** around data normalization, policy manifests, and acceptance matrices.
- **Repeatable playbook** for migrations and regulator-ready documentation.

3.4 ERP / GL Vendors

- **Digest-to-GL join:** Window IDs, output digests, batch IDs, and transcript URLs → painless reconciliations.
- **Close latency drops** (hours → minutes at p95), improving the CFO dashboard.

3.5 Fraud / Risk Platforms

- **Operationalize signals as holds** (e.g., STALE_PROOF, RISK_ALERT) rather than freezing everyone.
- **Business-friendly policies** with reason codes that finance can explain to payees.

4) Partner Motions & Commercial Models

- **Referral (standard):** Register a qualified opportunity; paid on close. Preferred rates for founding partners.
- **Co-sell:** Joint discovery and pilot planning; shared pipeline visibility; SPOC on each side.
- **Reseller / OEM (case-by-case):** PSP bundles Verit into enterprise offers; white-label optional.
- **Integration partner:** Build/maintain adapters for events, attestations, or GL mapping; revenue share on activated accounts.
- **Assurance pack:** Audit/attestation firms package transcript-based procedures as an upsell.

Founding Partner incentives (illustrative):

- Referral: preferred % on year-1 contract value; step-downs in year-2/3.
- Integration: bounties for certified adapters; rev-share on connected accounts.
- Co-marketing: joint case studies; keynote slots on major launches.
- Roadmap access: quarterly briefings; early APIs and sandbox features.

Exact percentages and thresholds are defined in the Partner Addendum and deal-reg terms.

5) Joint Offer & Packaging (for merchants)

- **Founding Customers Program:** No platform fees on the integrated stream for life, plus defined benefits. Partners can use this to catalyze pilots in tough accounts.
 - **Pilot SKU:** 30–45 day dual-run on a single cohort/flow, success-based promotion.
 - **Enterprise SKU:** Platform + event-volume pricing; optional features (advanced transcript viewer, GL adapters, partner risk feed).
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6) 30–45 Day Pilot (What Partners Should Promise)

Week 0–1 — Baseline & Wiring

- Pick a wedge (event, cohort, SKU, or region) and KPIs (disputes↓, p95 time-to-release, equality %).
- Normalize Tier-0 events & Tier-1 principal registry.
- Configure acceptance matrix (Finance ACK, Compliance/Tax CT, optional provider receipt).

Week 2–3 — Shadow Compute (Dual-Run)

- Replay events, produce transcripts/digests, compare with incumbent pipeline; no money moves.

Week 4–6 — Gated Cohort Live

- Turn on **Authorize(window)**; release only when digest equality \wedge acceptance bundle is fresh.
- Non-compliant records receive **reason-coded holds**; auto-release when proofs refresh.

Promotion criteria (definition of win):

- N consecutive windows meeting equality + acceptance + KPI targets \rightarrow expand the scope.
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7) Technical Integration (for Solution Architects)

Event ingestion (Tier-0)

- Minimal fields: event_id, ts_occurred_utc, principal_id, currency, amount_minor (int), source_type.
- Refunds are negative amounts; late/dup events are deterministic.

Principal registry (Tier-1)

- principal_id, payout_method_token, tax_status_code, withholding_rate_bps, residency_country (no raw bank/PII needed).

Attestations (Tier-2)

- **Finance ACK** (window-level reserves)
- **Compliance/Tax CT** (cohort/principal)
- **Provider receipt SPV** (optional headers/totals)
- All signed with freshness windows (e.g., 24h) and quorum rules.

Transcripts & Evidence

- Content-addressed transcripts with signed window root.
- Links and digests are exposed to the partner console for reconciliation and audits.

ERP/GL mapping

- Export: window_id, output_digest, provider_batch_id, ledger_account, transcript_url.

- Ready for NetSuite/Intacct custom fields (CSV/API).
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8) Security, Privacy, Compliance

- **Privacy-first identifiers:** Stable principal IDs; no PII required for correctness proofs.
 - **Transport & signing:** mTLS for service accounts; rotating keys for attestations; signed roots for windows.
 - **Controls & auditability:** Full trail of gates with timestamps, reason codes, and freshness windows for regulators and internal audit.
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9) Joint Metrics (what we report together)

- **Replay-equality rate** (goal $\geq 99.99\%$ on pilot flow)
 - **p95 time-to-release** after window close
 - **Disputes per 10k payees** (target decline 30–60% in 1–2 cycles)
 - **Holds by reason code** (stale proofs, missing CT, risk alerts, etc.)
 - **Close latency** and reconciliation exceptions.
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10) Enablement Kit (ready-to-use assets)

- **Discovery guide** for sellers: quick questions to spot drift, nondeterminism, and change-risk.
 - **Talk tracks & objection handling** for CTO/CFO/Compliance personas.
 - **Email templates** (intro, pilot proposal, win-back for churn-risk accounts).
 - **Demo storyboard** (shadow compute → transcript viewer → reason-coded holds → promotion).
 - **Implementation checklists** for data, attestations, GL mapping.
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11) Partner Program Mechanics

- **Deal registration:** Submit account, scope, and contact; response SLA within 48h.

- **Tiering:** Registered → Certified → Preferred (volume + CSAT).
 - **Incentives:** Referral %, integration bounties, co-marketing slots, roadmap sessions.
 - **Support:** Dedicated Slack channel during pilots; priority bug triage for certified adapters.
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12) Example Plays (by vertical)

- **Gaming/Esports:** Tournament cohorts with prize/transcript links for sponsors; no blanket freezes—use reason codes.
 - **Creator Platforms:** Single revenue stream (ads/affiliate) + one region; drop support tickets with transcript evidence in macros.
 - **AI/Usage-based SaaS:** One model family/SKU; prove deterministic billing before invoice run.
 - **Marketplaces/Gig:** One city/warehouse; map cancellations/returns deterministically; finance ACK gates.
 - **Ticketing/Media:** Venue/promoter splits with tax CT and receipt SPV.
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13) Buyer FAQs (for partner sellers)

- **Will this slow payouts?** No—single-writer logs and fixed fold order yield predictable latency; p95 typically improves (hours → minutes).
 - **Do we replace PSPs/ERPs?** No—Verit sits above rails and beside ERPs; we add proofs and release control.
 - **What if a check fails?** Only the affected slice is held with a reason code; the rest flows.
 - **How hard is the pilot?** Tier-0/1 files, a few attestations, and we dual-run—no rip-and-replace.
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14) Next Steps (for partners)

1. **Register a deal or integration** → partnerships@veritglobal.com
2. **Book a partner enablement session** (60 min)
3. **Get sandbox keys & adapter specs**

4. **Co-create a pilot plan** for your first merchant (30–45 days)

Program Contacts

- Partnerships & integrations: partnerships@veritglobal.com
- Sales engineering: sales@veritglobal.com
- Security disclosure: security@veritglobal.com