

The Depository Trust & Clearing Corporation

THE DTCC PARTNER PROGRAM

The DTCC Partner Program offers new and prospective partners a flexible collaboration model which delivers features and benefits that are relevant to your partnership's needs and requirements.

Our program offers three main tiers of partnership

1 STRATEGIC PARTNERS

We work closely with strategic partners to drive long-term growth across our businesses by actively exploring opportunities to address relevant gaps in the post-trade market, extending key capabilities to new client segments and jointly leveraging new technology and innovation. In addition to our existing support, strategic partners also benefit from engagement with a DTCC Executive Sponsor to help drive forward key strategic and growth opportunities.

2 ENHANCED PARTNERS

Our enhanced partnership tier provides dedicated DTCC business contacts who will conduct periodic business and strategic reviews to ensure that our collaborative relationship continues to effectively meet mutual business goals. Partners in this category also benefit from additional sales and promotional support from DTCC to help increase awareness of the value of our partnership and to help drive joint sales opportunities.

3 REGISTERED PARTNERS

Registered partners benefit from technical and learning support to quickly and efficiently connect to key DTCC services. Registered partners are also listed on our partner directory on www.dtcc.com/partners and gain access to our online learning support.

PARTNER PROGRAM SUPPORT		DTCC PARTNERSHIP TIER		
SUPPORT CATEGORY	BENEFITS PROVIDED	STRATEGIC	ENHANCED	REGISTERED
ENGAGEMENT	Executive Sponsorship	✓		
	Dedicated Partner Manager	✓	✓	
	Periodic Business Review Meetings	✓	✓	
	Periodic Executive Review Meetings	✓		
TECHNICAL	Access to technical resources to develop/expand opportunities	*Included	Fee Based	Fee Based
	Certification / Validation	✓	✓	Fee Based
	Certification / Validation of upgrades and enhancements	✓	✓	Fee Based
DEMAND GENERATION	Assign front line BD point of contact in each relevant region	✓	✓	
	Assign Senior Sales Leadership contact	✓		
	Joint Sales Campaigns	✓	✓	
	Facilitation for Joint client/ prospect meetings	✓	✓	
	Invitation to join DTCC Industry events	✓	✓*	
	Invitation to educate DTCC Sales and Relationship Manager on partner solution periodically	✓	✓	
	DTCC provide in house SME for participation in partner events	✓	✓*	
	SPM input for DTCC service in pitchbooks	✓	✓	
	Materials and tools to promote sales engagement	✓	✓	
PROMOTIONAL ACTIVITY	Placement on dtcc.com partner directory	✓ Full profile	✓ Partner listing and details	✓ Partner listing
	Social media promotion	✓	✓	
	Co-Branded fact sheet or similar online client-facing collateral	✓	✓	
	Joint Press Release for new development (Discretionary)	✓	✓	
	Industry/Client Event Co-Sponsorship	✓	✓*	
LEARNING	Access to online training and reference materials (dtcclearning.com)	✓	✓	✓
	Cross-functional training from DTCC (e.g. product, sales, technical and product teams)	✓	✓	
	Live training session	Included	Fee Based	
SUPPORT	24/6 Email and Telephone Support (SLS)	✓	✓	✓
	Access to Level II Engineer Support	✓		

*Discretionary

FOR MORE INFORMATION

DTCC continues to grow and maintain relationships with technology providers of every size and geographic scope to provide clients with optimal access to our post-trade solutions.

Find out more about DTCC's partners and the solutions they support by visiting dtcc.com/partners.

To learn more about DTCC's Partner Program in your region, please email us at partners@dtcc.com.

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