



BATOI PARTNER PROGRAM

Partners lead transformation.

Batoi powers governed delivery.

A unified program for organizations that bring sector knowledge, implementation capacity, integrations, adoption, and managed services to Batoi customers.

One program • Three levels • Multiple domains

batoi.com/partners



Partners build on a mature, governed ecosystem

Batoi combines long-term engineering depth with a coordinated platform, connected operations, and partner-enabled adoption.

2010**Founded**

Platform and architecture engineering

100K+**Users served**

Cumulative reach across Batoi digital experiences

10+**Industry verticals**

Business and institutional operating contexts

4**Office countries**

India, the USA, the UK, and Canada

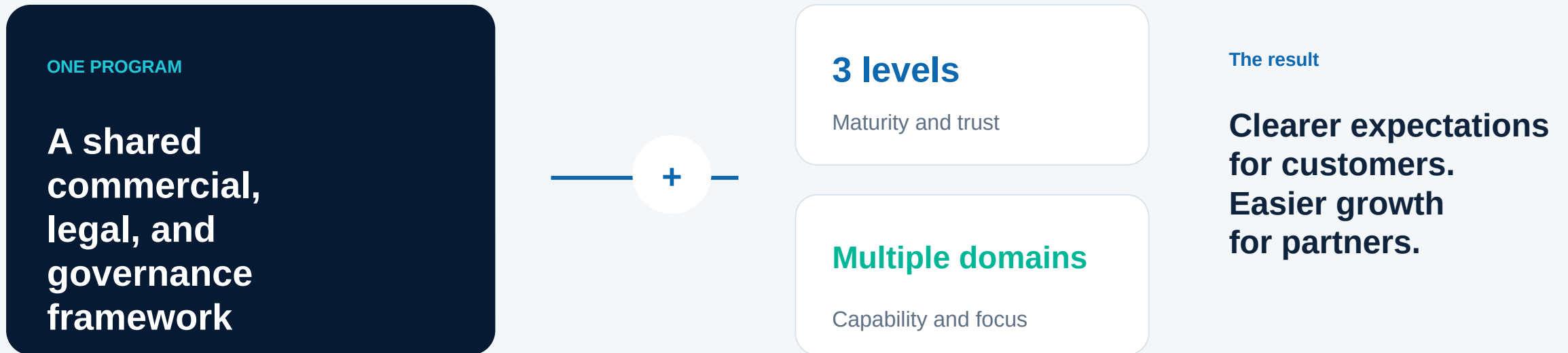
Global presence

Offices in India, the USA, the UK, and Canada, with broader business and partner presence.

As of July 2026

One program keeps partner growth coherent

Capability expands through levels and domains without forcing partners into separate programs, contracts, or governance models.



Partners lead the customer journey; Batoi anchors the system

The operating model works because each side brings distinct strengths and decision rights.

PARTNERS LEAD

Customer context and change

- Sector and regional context
- Transformation leadership
- Implementation and integration
- Adoption, training, and client delivery
- Managed services close to the customer

BATOI CONTRIBUTES

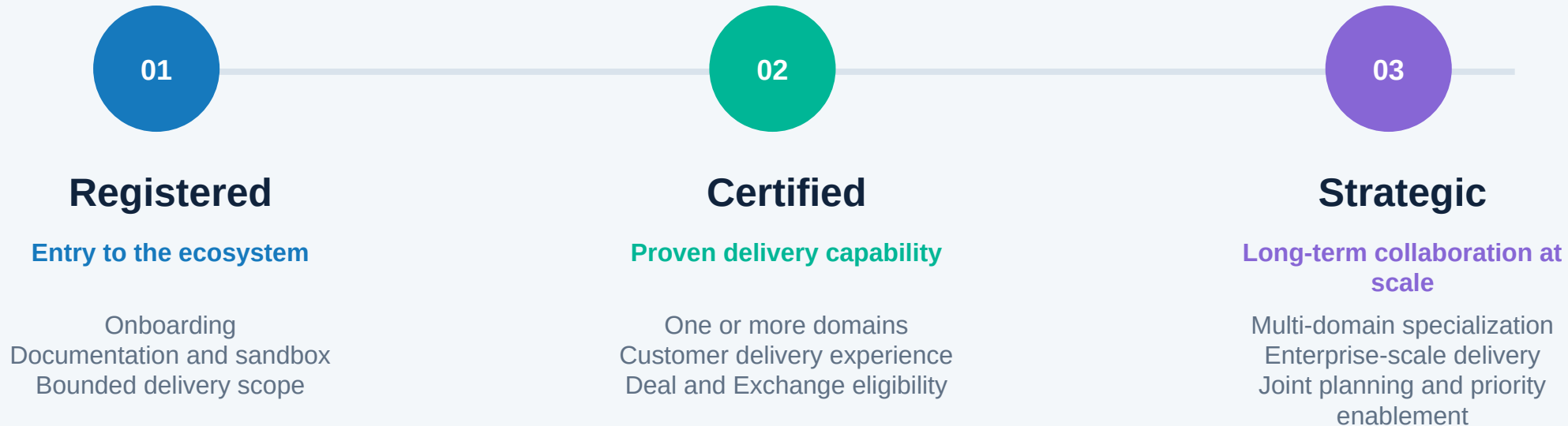
Governed technology and assurance

- Platform and architecture
- Engineering foundations and product expertise
- Safeguards, policy, and evidence
- Assurance and specialist escalation
- Partner enablement and certification

Joint blueprint • Bounded pilot • Clear ownership

Three levels reflect proven delivery maturity

Progression is based on capability, delivery experience, and governance maturity, not enrollment alone.



Specialize by customer outcome, not separate programs

Partners can deepen capability across one or more delivery domains as experience and reviewed readiness grow.



Platform delivery

Applications, workflows, releases, and governance



Flex & Industry Packs

Configuration, migration, adoption, and support



Consulting & transformation

Architecture, change, assurance, and advisory



Exchange & integrations

Reusable assets, APIs, and governed publishing



Managed operations

Monitoring, support, change control, lifecycle

Levels show maturity and trust.

Domains show capability and focus.

Capability, not badges, earns customer trust

Enablement combines hands-on practice, product and domain learning, governed delivery, and continuous development.

01

Learn

Product, architecture,
and domain foundations

02

Practice

Hands-on sandbox work
and guided scenarios

03

Demonstrate

Reviewed delivery evidence
and customer readiness

04

Maintain

Ongoing participation,
quality, and governance

Certification reflects demonstrated ability, not attendance.

Built-in governance protects every participant

Customers, partners, and Batoi operate with the same expectation: identity, decisions, safeguards, and evidence stay connected.

01	Role-based access	Right people, right scope
02	Policy enforcement	Controls stay active in work
03	Audit trails	Decisions and actions remain traceable
04	Publishing standards	Exchange assets follow governed lifecycle
05	Ongoing enablement	Capability and quality keep improving

**GOVERNANCE
BUILT INTO
THE
OPERATING
SYSTEM**

Independent assurance strengthens trust

Assurance supports partner-led delivery while remaining specific to the certified or assessed scope.

ISO 9001:2015	Certified quality management system	TÜV SÜD South Asia • valid through 15 Aug 2028*
ISO/IEC 27001:2022	Certified information security management system	TÜV SÜD South Asia • valid through 15 Aug 2028*
SOC 2 TYPE II	Independent examination - not a certification	Security • Availability • Processing Integrity • Confidentiality
GDPR	Independent assessment completed in 2025	Privacy obligations depend on role, processing context, location, and contract
HIPAA	External assessment and readiness work	For applicable services; supported by contractual and operational safeguards

*Subject to certificate, entity, service, system, period, and surveillance scope. Assurance does not automatically extend to every deployment or customer environment.

Economics reward delivery and reusable capability

The program is designed around sustainable customer value, not license arbitrage.

01

Services

Partners own the value of implementation, adoption, advisory, and managed services.

02

Margin

Partner margins are protected by level under the applicable commercial terms.

03

Recurring IP

Governed Exchange assets can turn proven methods and integrations into repeatable value.

Deal registration protects valid partner-led pipeline after review and approval.

Detailed commercial terms are confirmed after onboarding.

Batoi connects governed delivery with connected operations

Partners can meet enterprise transformation and everyday operating needs through one ecosystem.

BATOI PLATFORM

Governed digital delivery

Build • Govern • Guard • Learn

Applications, APIs, workflows, policy, security, evidence, and capability development.

+

BATOI FLEX

Connected everyday operations

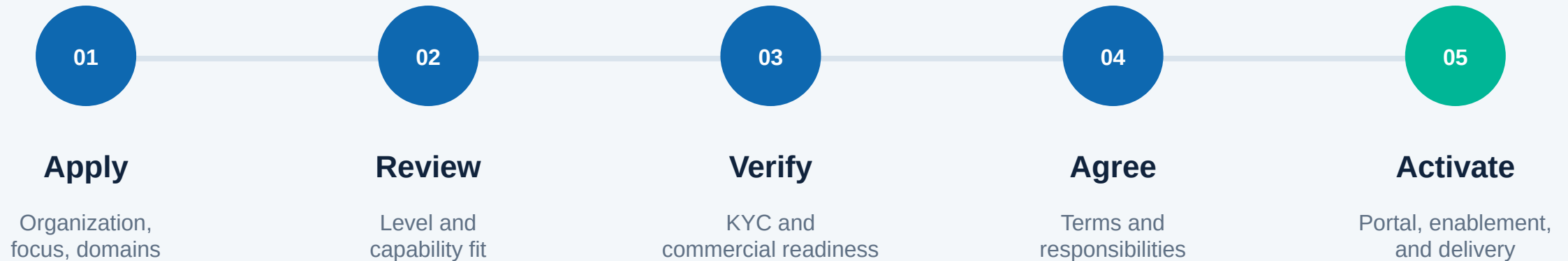
Customers • Projects • Publishing

Invoicing, payments, engagement, and Industry Packs on a shared operating foundation.

Shared identity • policy • integrations • evidence • intelligence • partner-enabled adoption

A governed path moves applicants into delivery

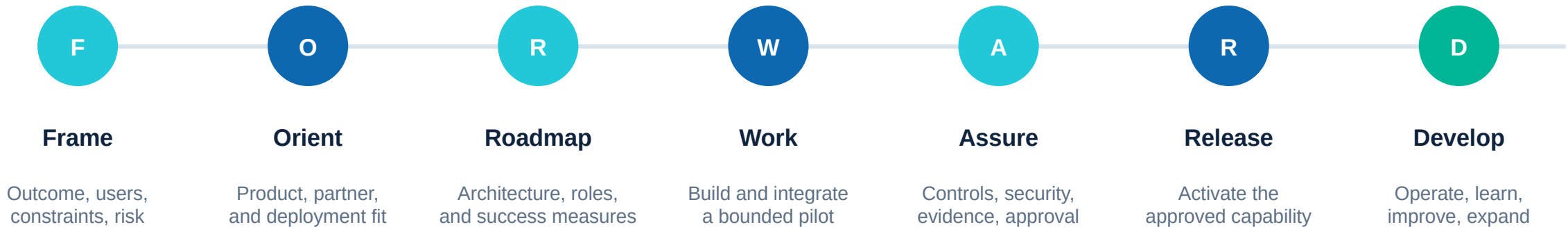
Batoi reviews level fit, commercial focus, delivery domains, market coverage, and governance readiness before activation.



Application → team review → KYC → payment → agreement → Partner Portal

Start focused, prove value, then expand responsibly

The strongest partner motion begins with one material outcome and keeps ownership, safeguards, and evidence explicit.



FORWARD keeps outcomes, responsibilities, decision rights, safeguards, and evidence explicit from framing through operation.



BATOI PARTNER PROGRAM

Build the next governed outcome with Batoi.

Bring the customer context. Build a joint blueprint. Prove value through a bounded pilot. Grow capability without fragmentation.

Become a partner

batoi.com/partners/join

**ONE
PROGRAM**

**THREE
LEVELS**

**MULTIPLE
DOMAINS**