

Cortech Developments

A hand holding a pen, overlaid with a network of glowing white lines and nodes. The background is a collage of abstract digital and geometric patterns in shades of purple, blue, and yellow.

TECHNICAL PARTNER PROGRAM

Partner Benefits and Requirements

PARTNERING WITH CORTECH DEVELOPMENTS

CORTECH DEVELOPMENTS

Established in 1992, Cortech Developments is a UK-based software developer specialising in integrated building, fire and security management solutions.

Our software platform, Datalog, is trusted in high-security environments and critical national infrastructure across the UK and internationally. By integrating multiple third-party systems into a single intelligent interface, organisations can improve situational awareness, streamline operations and reduce operational costs.

Datalog is a modular software suite designed for both single-site and multi-site deployments. Through a powerful graphical user interface, operators can monitor, manage and control complex systems from one central platform.

In a recent customer satisfaction survey, over 90% of respondents said they would recommend Cortech Developments or Datalog to others.

TECHNICAL PARTNER PROGRAMME

Cortech Developments is committed to working with partners who share our ambition to deliver industry-leading integrated solutions. Together, we provide end users with efficient, effective systems that deliver measurable return on investment.

Our Technical Partners play a critical role in delivering Datalog solutions to organisations across a wide range of sectors. Through their expertise, advocacy and commitment, we are able to improve life safety, security and operational efficiency while helping organisations manage modern-day risks.

Partners are supported through our dedicated Partner Portal, which provides access to marketing resources, product information, training records and the latest company updates ensuring you have everything needed to support your customers effectively.

PARTNER BENEFITS & REQUIREMENTS SUMMARY

SALES AND MARKETING

PARTNER BENEFITS	Recognised	Gold	Platinum
SALES			
Access to Cortech Partner Portal	✓	✓	✓
Participation in joint events	-	-	✓
Dedicated account manager	-	-	✓
Priority Lead sharing and exclusivity	-	-	✓
System upgrades ¹	-	✓	✓
Use of the Cortech demonstration facility	-	✓	✓
Structured financial discount ²	-	✓	✓
Free Demonstration software	-	✓	✓
Exclusive Product Packages	-	✓	✓
Priority notification of new product features	-	-	✓
MARKETING			
Welcome kit and recognition certificate	-	✓	✓
Listing on Cortech website	-	✓	✓
Joint Social Media Marketing	-	✓	✓
Co - branded marketing collateral	-	✓	✓
SUPPORT			
Use of brand/logo	-	✓	✓
Use of Cortech SFTP	✓	✓	✓
Software downloads	✓	✓	✓
Prioritised technical support ³	-	✓	✓
TRAINING			
Sales training and product overview certification	-	✓	✓
Training records	✓	✓	✓
Engineer, Manager and Operator training courses	✓	✓	✓
PARTNER REQUIREMENTS			
Technical Partner Agreement	-	✓	✓
Offers national coverage	-	-	✓
Minimum number of certified sales staff	-	2	4
Minimum number of certified engineers	2	4	8
Annual sales and marketing plan	-	-	✓
Quarterly account planning	-	✓	✓
Offers on-site installation and first line support	✓	✓	✓
Multiple maintenance support contract experience	-	-	✓
Offers complete solutions and demonstrations	-	-	✓
Accreditations ISO9001:2015 & ISO 27001 ⁴	-	-	✓
Carbon Neutral Accreditation ⁵	-	-	✓

All Gold and Platinum Technical Partners benefit from access to Cortech's demonstration facility in Knutsford, along with complimentary demonstration licences of Datalog to support sales activity.

Partners may also benefit from:

- Lead sharing opportunities
- Project exclusivity on qualified opportunities
- Structured financial discounts on projects

Platinum Technical Partners receive additional support including a dedicated account manager and opportunities to collaborate with Cortech at industry events, forums and exhibitions

Gold and Platinum Technical Partners receive a welcome pack aligned to their partnership tier, including a certificate recognising their participation in the Cortech Technical Partner Programme.

Partners will also benefit from increased visibility through:

- Listing on the Cortech website
- Use of the Cortech partner logo
- Access to co-branded marketing collateral
- Joint social media announcements promoting the partnership

These initiatives help partners strengthen their market presence and demonstrate their recognised expertise in delivering Datalog solutions.

FEATURES AND BENEFITS

 Lead sharing	 Financial discount	 Listing on website
 Social media announcements	 Co-branded collateral	 Project exclusivity

1. Datalog system upgrades are exclusive to Technical Partners.
 2. To be agreed as part of the Technical Partner Agreement.
 3. Cortech certified engineers only and site support with valid support contract only.
 4. Or equivalent accreditation considered.
 5. Platinum Plus only.







SUPPORT AND TRAINING

All partners have access to the Cortech Partner and User Portal, which provides a comprehensive library of technical documentation, help files and product information. Partners can also use our secure file transfer service to safely exchange configuration files and system data with the Cortech support team.

Training is available for engineers, managers and operators across the Cortech product family. Courses are delivered remotely through interactive sessions that combine theory with practical software exercises, allowing attendees to build hands-on experience in structured learning modules.

Our training programmes are delivered by experienced instructors and are designed to enhance product knowledge, improve system deployment and support effective troubleshooting in live environments.

ADVANTAGES OF TRAINING AND SUPPORT

-  Use of Cortech FSTP
-  Software downloads
-  Technical support
-  Sales training
-  Training records
-  Training courses

PARTNER REQUIREMENTS

Cortech Partners are evaluated on an annual basis and may qualify for higher tier of partnership the following year.

Certified Engineering Capability

A key requirement of the Cortech Technical Partner Programme is maintaining a team of valid Cortech-certified engineers.

Each partner tier must retain a minimum number of certified engineers who have successfully completed Cortech's engineering training and certification programme. This ensures partners have the technical expertise required to install, configure and support Datalog systems in accordance with Cortech best practice.

Certification must be kept current, and partners are responsible for ensuring their engineering teams maintain the appropriate level of accreditation for their partnership tier.

TIERED PARTNERSHIP SOLUTIONS

-  Installation and support
-  Annual sales and marketing plan
-  Certified sales staff
-  Maintenance support
-  Quarterly account planning
-  Certified engineers
-  Tech partner agreement
-  Solutions and demonstrations
-  National coverage
-  Accreditations and certifications

"Following a **LONG RELATIONSHIP WITH** the team at **CORTECH**, we are **EXCITED** to now be formally recognised **AS A GOLD PARTNER** and **LOOK FORWARD TO MORE OPPORTUNITIES** to work together. The **DATALOG** has always been our **SMS OF CHOICE**, we strongly believe **NO OTHER FRONT END** on the market, **HANDLES ALARMS LIKE THE DATALOG DOES.**"

"I would **HIGHLY RECOMMEND CORTECH** and working together on **THIS PROJECT WAS A GREAT EXAMPLE OF** the collaborative approach of **THE TECHNICAL PARTNER PROGRAMME.**"

• WWW.CORTECH.CO.UK •

To enquire about your organisation joining our Technical Partner Programme,
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