

# Partner Network

*Position yourself  
at the forefront  
of technology*



WACOM® for Business

## Foreword from Peter Sommer

*Senior Vice President*



We are living in a time of digital revolution. Technology is changing the way we live and work - at scale and at speed.

At Wacom, we live and breathe technology innovation. We are a place of ideas and invention and we stand at the helm of our digital revolution. We're proud to be at the cutting edge of technology.

As the world evolves digitally, Wacom technologies are breaking new ground, disrupting the status quo of businesses - in all industries and across all sectors. Wacom technologies are transforming the way we work, streamlining processes, transaction security and bringing fresh creativity into our lives.

Whilst the world and business are becoming increasingly digital, we, at Wacom are conscious of not losing the human element. People are important to us and we design our technology with humanity at its heart. This means that our solutions are not 'digital-only', as this can lead to a

'digital disconnect'. Wacom's technology is created to bridge the gap between the digital and the human world. Our principle aim is to accelerate digital business - with a human touch.

When talking about the customer experience, there is no one-size-fits-all model. Our mission is to digitally revolutionise businesses whilst ensuring that customers can conduct transactions in-person or via whichever channel they prefer. We know from experience that this approach drives customer trust, maintains brand loyalty and continuously provides upsell opportunities.

I would like to take this opportunity to thank you for your interest in our Partner Programme. It's one of the most exciting times to partner with us as we share our commitment to helping you leverage exceptional results, with technologies that combine digital and human interactions, maximizing the lifetime value of each

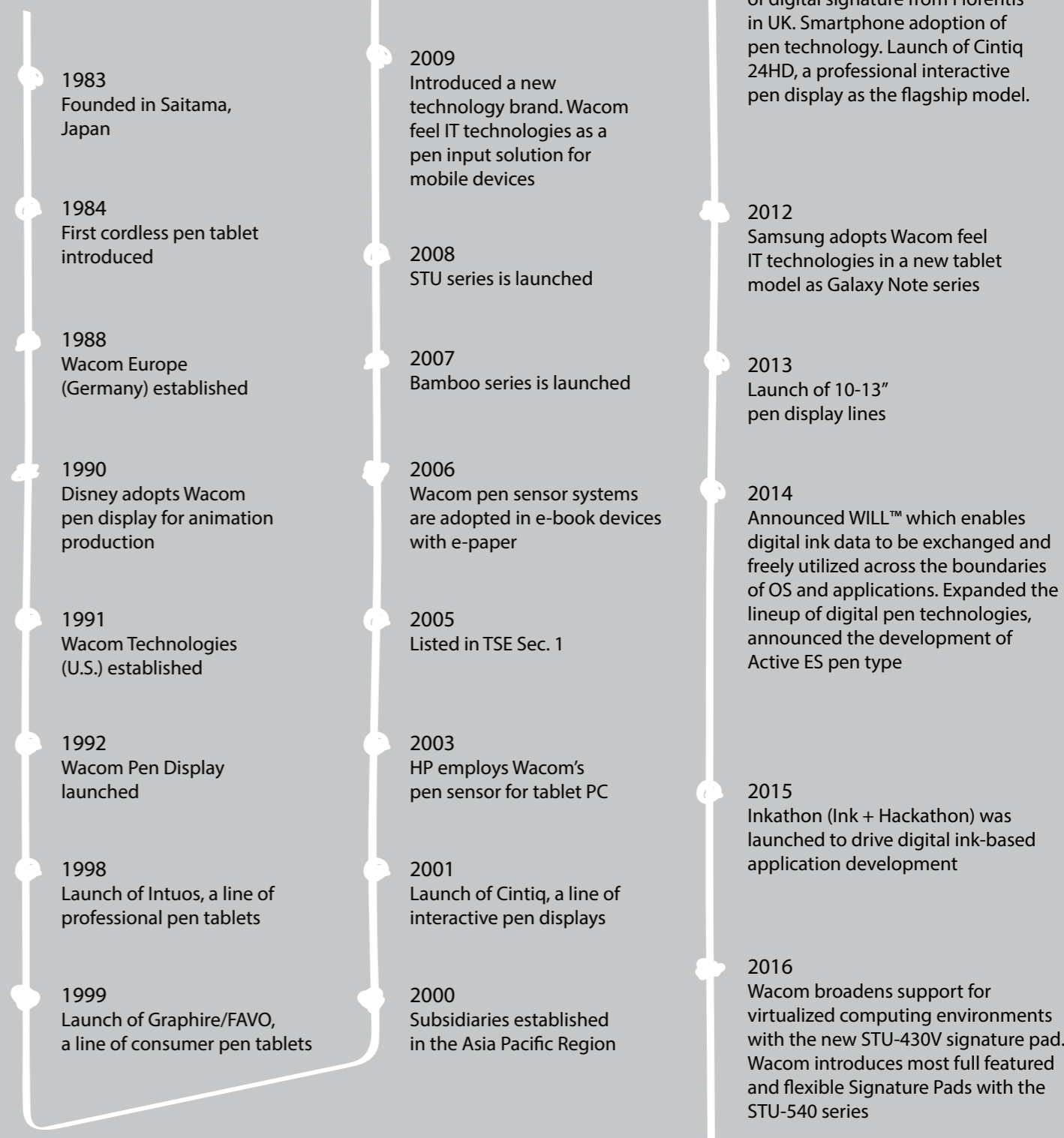
individual customer. With an average growth of nearly 20% annually, the digital pen market alone is poised to dramatically grow in both B2C and B2B sectors. Becoming a Wacom Partner will equip you with the tools you'll need to take full advantage of this growing demand.

Our partner programme serves a rich, global ecosystem of technology partners and resellers. Our highly valued partners help accelerate digital transformation and push best practice on a global level.

We approach partnership as a collaborative process for long-term relationship building and offer you a range of commercial partnership and sponsorship opportunities. Join us as we shape the future of natural, human-inspired technologies. Wacom technologies are a game-changer for business and for society - so let's drive forward together.

## Wacom

### History

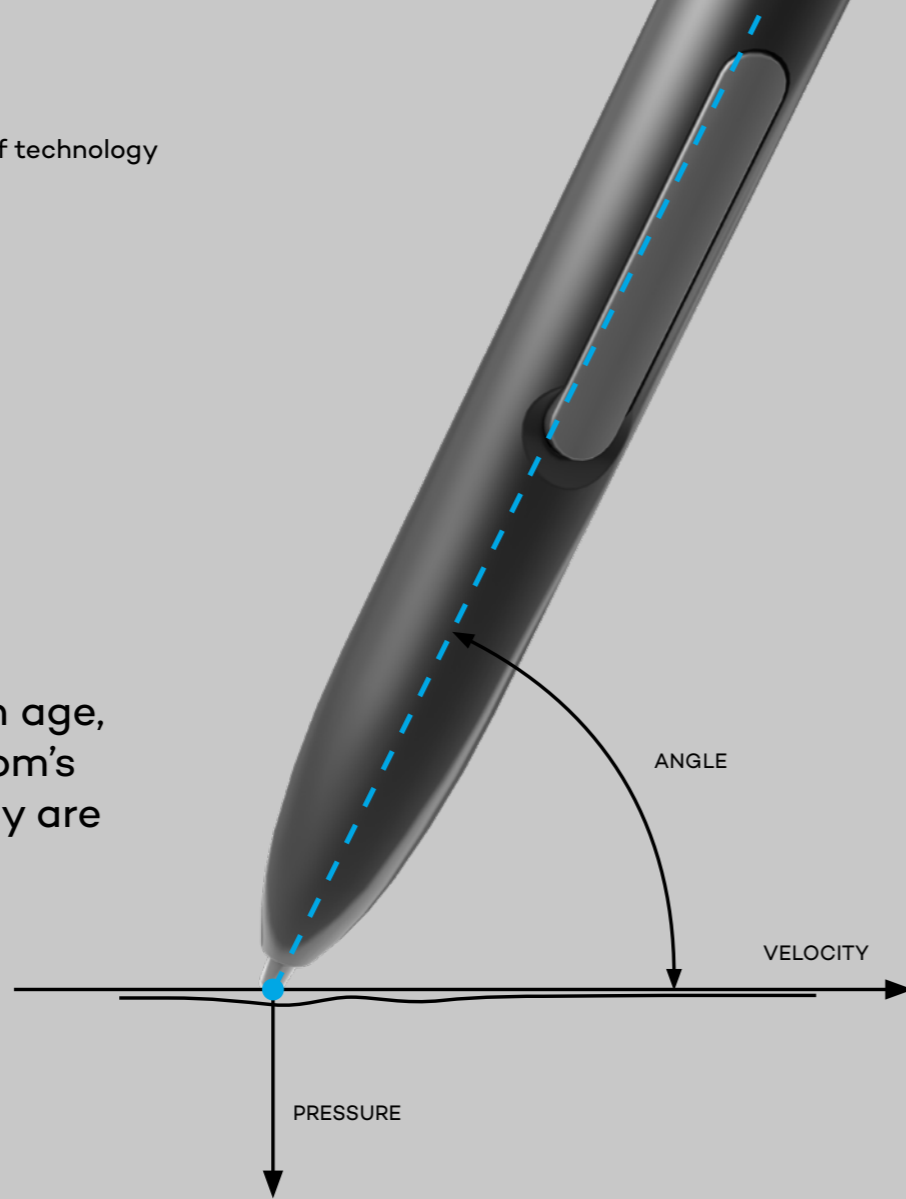


## Wacom Partner Network

Position yourself at the forefront of technology

### Deliver Digital Excellence

In our digitally driven age, the benefits of Wacom's digital ink technology are undeniable.



Partnering with Wacom puts you centre stage with the world's leader in eSignature technology, pen tablets, interactive pen displays and digital interface technologies.

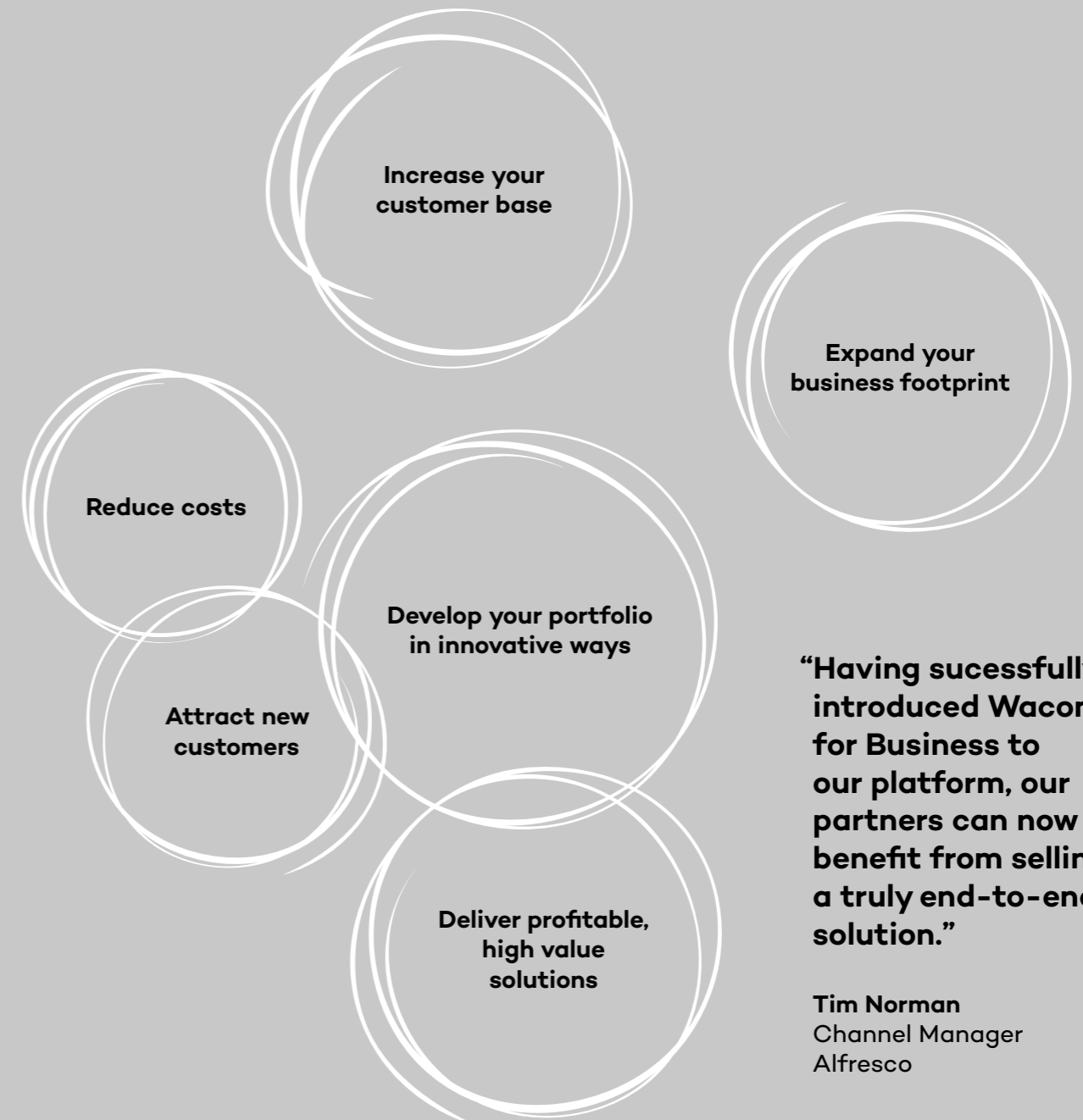
Our unique technology captures and translates handwriting into digital data. We provide the partners with the solution, inspiring businesses to expand their paperless initiatives.

Our vision is to empower partners like you to expand your customer base and help you enhance your customers' workflows with class-leading, profitable solutions.

As a global leader in the pen tablet market for over 30 years, Wacom brings speed, scalability, accessibility and security to industries worldwide. Partner with us and be part of the success.

## Why partner with Wacom?

*Partner with us and position yourself at the forefront of digital technology*



**“Having successfully introduced Wacom for Business to our platform, our partners can now benefit from selling a truly end-to-end solution.”**

**Tim Norman**  
Channel Manager  
Alfresco

## Expand Your *Business Footprint*

As a partner, you can play a key role in delivering the digital ink solutions that will deliver new value across multiple professions and industries.

Whatever your industry focus, you will benefit from greater customer reach, and add significant customer value by making organisational processes more human, and more digital.



### Banking & Finance

Secure paperless account opening, applications and counter transactions with handwritten electronic signatures and form-processing solutions.



### Insurance

Forms and policy documents can be created, completed and signed electronically, saving on processing time and expenses. Paper and archiving costs can be eliminated.



### Healthcare

Digitise your customers registration and consent processes, medical record efficiencies and patient communications using Wacom digital pen and ink technologies.



### Telecommunications

Integrate handwritten electronic signatures into existing customer systems.



### POS/Retail

Handwritten electronic signatures are increasingly being implemented for service contracts, purchase agreements, approvals and applications.



### Hospitality and Tourism

Tourists, customers and guests appreciate a quick and easy way to sign in, make reservations and sign rental contracts, and enterprises enjoy the cost savings of going paperless.



### Public Sector

Electronic signatures help government organisations increase efficiency, saving significant costs, improving workflows and speeding up processes.

## Key products and solutions

*The natural choice for hardware*



### Wacom Signature Pads

Our robust, ergonomically designed signature pads provide industry-leading reliability.

- Outstanding longevity
- Wear and scratch resistant
- Maintenance-free pen technology
- Biometric data capture for accurate verification
- Secure data transfer
- Attractive ergonomic design



### Wacom Pen Displays

Write, draw, or sign directly on the screen of our interactive pen displays.

- Ground-breaking technology for displaying all kinds of electronic information
- Integrated pen technology for form completion and signatures and fast, natural annotation
- Easier working with less fatigue for users
- Integrated mouse functionality
- Intuitive, comfortable experience



### Wacom Clipboard

Secure, easy digitisation of paper-based forms and documents in real time.

- Real-time transfer of data from physical to digital documents
- Simple integration into existing processes
- Capture of biometric information for accurate verification
- Easy-to-use apps get organisations up & running quickly
- SDKs enable developers to build customised applications for interfacing with and capturing data from the device



### Award-winning style.

Wacom products are consistently presented with some of the most prestigious technology design awards in the business, year after year. Proof that when it comes to creating technology that is beautifully functional, Wacom is the natural choice.

## Software

*There are three strands to the Wacom software family:*

- 1 CLB Paper & Create
- 2 WILL SDKs
- 3 sign pro PDF Enterprise

## CLB Paper & Create explained

CLB Paper is a client application that captures, processes and saves everything written on the Wacom Clipboard (PHU-111) in digital format.

## CLB Functionalities

### Biometric signature

- Differentiate between normal writing and biometric signatures

### Barcode

- Barcode scanner which identifies the document type being completed

### Form filling

- Receive the pen data and ink as the user fills the form
- Handwriting recognition for compatible text fields

### Retrieve the document

- Retrieve the document locally\* or OneDrive/OneDrive for Business

### CLB Create explained

- CLB Create is an authoring application which allows users to lay out forms for use with the Wacom Clipboard
- CLB Create can create PDFs, assign unique barcodes to each page (used for identification), define text fields, mark signature fields, and activate mandatory fields

## WILL™ SDKs explained

### WILL SDK for signature

- Capture biometric signatures on Wacom and third-party devices

### WILL SDK for documents

- Supports programmatic access of ink and text data in PDF documents including handwritten text or signatures.

### WILL SDK for devices

- Integrate Wacom hardware and third-party inking devices into applications
- Supported Wacom Smartpads, Bamboo Slate products, Wacom Clipboard PHU-111, Intuos Pro Paper and Apple Pencil

## sign pro PDF explained

### API

- Easily integrate PDF signing with self-developed applications on mobile tablets
- Specify PDF to open in sign pro PDF
- Retrieve signed PDF to open in sign pro PDF
- Retrieve signed PDF in calling app
- Specify the names and reasons for signature
- sign pro PDF Enterprise API helps a fully digitalised environment to integrate an in-person experience
- Add human aspects to an all-digital workflow with Wacom
- Windows, iOS, Android

### Application

- A simple out-of-the-box application
- Annotate, mark-up and sign PDF documents
- Handwritten signature
- Make comments with sticky notes
- Windows, iOS, Android

## Wacom Partner Network

Position yourself at the forefront of technology

### *Our partner promise*

At Wacom Business Solutions, we are a brand that lives up to the trust of professionals.

Our success has always centred around our strong commitment to creating, developing and maintaining mutually beneficial relationships with our partners. Our fast expanding Partner Programme builds on a strong foundation of innovation and business growth. Our highly valued partners are passionate about collaborating with us to promote our digital ink innovations.

As a highly valued partner, you will receive exclusive access to:

- Wacom products and training that will give you the in-depth knowledge you need to present features and benefits to customers effectively
- Product and solution webinars
- Technical support upon request

## Marketing tools

### *and templates*

We have created a range of marketing tools and templates that help you present, communicate and sell the benefits of Wacom solutions to your customers. From assets, webinars, lead generation and case studies, to whitepapers, brochures and demand creation, you'll benefit from full access to all the marketing material you need to succeed.

In addition, you'll also receive regular information from us about product updates and new feature releases. Marketing spend is also available, and is requested/allocated at the UK Manager's discretion.

## Top ten reasons

### *to partner with Wacom*

- 1 Appeal to an increasingly broad customer base, delivering highly unique solutions to complex, common technical problems across industries
- 2 Build new revenue streams based on digitising paper document workflows that require in-person interaction
- 3 Enhance your customers' document workflows with tailored solutions for electronic signature capture, form-processing and annotation that give them the process efficiency they demand, while preserving a familiar user experience
- 4 Leverage the brand power of Wacom's market-leading digital pens, signature pads, smartpads and pen display products
- 5 Differentiate your solutions by creating innovative digital ink applications.
- 6 Develop applications once for multiple technology platforms and devices
- 7 Include biometric signatures as part of a multi-factor authentication process
- 8 Benefit from straightforward integration that accelerates time-to-market for your in-person electronic signature solutions
- 9 Access regional and global support resources
- 10 With demand for pen-enabled devices booming, and latent demand for digital ink applications building, now is the right time to become a Wacom partner





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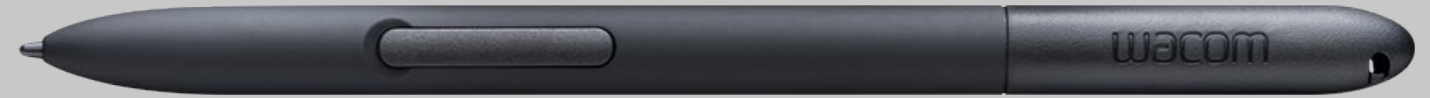


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# More human



# More digital



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