NTECH LAB

PARTNER PROGRAM GUIDE

BUILDING OUR BUSINESS AROUND YOUR NEEDS

Recognition technologies with NtechLab

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FINDFACE — SOLUTION BASED ON FACIAL BIOMETRICS

Welcome to our Business

Greetings from Andrey Telenkov, CEO of NtechLab

Over the years of work with deep learning algorithms, we have discovered a whole range of possibilities they open up, and the prospects for their use are truly mind-blowing. Our technology has proven itself in a multitude of social and business industries as a highly effective tool for establishing reliable security and acquiring useful business intelligence.

We are striving to build the ultimate recognition network accessible all over the world which would make the lives of people more convenient and safe. Partner relationships are prioritized above all in our business model because we're convinced that joint expertise works the best in the world of cutting-edge technologies.

Join our international team of biometrics pioneers "

About NtechLab

Founded in 2015, NtechLab creates algorithms that combine the intelligence of a human with the efficiency of a machine. Our team of experts uses the most advanced neural networks and machine learning techniques to develop smart and innovative facial recognition software.

Our mission of making life on the planet safer and more comfortable implies extensive cooperation with companies all over the world. Therefore, we focus heavily on building lasting and beneficial relationships with our partners, because, ultimately, the results of their work define our further development.

While pursuing our business goals, we fully understand the recognition technology capabilities and the responsibility they imply. In our vision of the future, recognition technologies are utilized not to limit, but to facilitate progress. NtechLab makes sure that the implementation of facial recognition solutions doesn't interfere with privacy and encourages everyone to put the technology only to good use.

Our products

FindFace SDK 1.0 \ Jan, 2018
FindFace Security 1.0 \ Jun, 2018

FindFace Security 2.0 \ Apr, 2019
FindFace SDK 2.0 \ Jul, 2019
FindFace Security 4.0 \ Aug, 2019

FindFace Security 4.2 \ Jun, 2020
FindFace Security Mobile 1.6 \ Jun, 2020
FindFace Security 4.2.1 Anti-COVID \ Jul, 2020
FindFace SDK 2.0.2 \ Jul, 2020
FindFace Security 4.3 \ August, 2020

Timeline

2015 — **MEGAFACE CONTEST**
Best accuracy of face recognition Outperformed Google and other competitors

2017 — **IARPA**
Top performer in:
Verification Accuracy
Identification Speed

2017 — **EMOTIONNET CHALLENGE**
Best performance in emotion recognition

2018 — **NIST FRVT ongoing**
Best results in face recognition using pictures taken in an uncontrolled environment

2018 — **WIDER FACE AND PEDESTRIAN CHALLENGE**
3rd best in detecting pedestrians and cyclists on images taken by surveillance cameras

2019 — **ACTIVITIES IN EXTENDED VIDEOS PRIZE CHALLENGE**
2nd best in detecting human activity on video footage

2020 — **DEEPFAKE DETECTION CHALLENGE**
3rd place for deepfake recognition technology

Our products

Developing world-leading recognition algorithms is one thing, but assembling them into full-fledged products takes the expertise of another level. We take pride in our development team that is genuinely adept at harnessing the nature and power of neural networks. NtechLab presents its FindFace Security framework that combines several complete solutions.

FindFace Security

Intelligent video analytics out-of-the-box solution based on cutting-edge face recognition technology. FindFace Security detects faces in a video stream, identifies them against faces in the database, and sends notifications when a match is found. Thanks to the advanced face recognition algorithm, user-friendly interface and the possibility of rapid deployment, FindFace Security is ideal for dealing with public and business security issues.

FindFace SDK

A software development kit for seamless integration of facial recognition technology into third-party software solutions and services. The FindFace SDK is a C++ library, which is ideal for Video Management Systems developers and alike.

FindFace Anti-COVID

Developed specifically to curb the spread of viral infections, FindFace Anti-COVID has a set of unique features that help to monitor human interactions and alert of quarantine measures violation. This solution is designed to assist city healthcare in minimizing casualties during epidemics.

In such a young industry, it is crucial to be always on top of the latest trends. We are currently working on expanding our lineup with a number of customer-ready vertical solutions and products that will give access to more advanced AI analytics. Expect to see even more opportunities from us in the nearest future. "

Implementation areas

Recognition technologies by NtechLab can perform a multitude of tasks beyond observation. Developed with flexibility in mind, our solutions can be used in such industries and outlets as:

Government authorities

Banking and financial services

Law enforcement, and forensics

Airports, public transportation, and large venues

Retail chains and shopping malls

Dating and social sites

Large enterprises and office centers

Theme parks, sport stadiums, entertainment

Manufacturing facilities

Casinos, nightclubs, hotels and restaurants

What our solutions deliver out-of-the-box

Video surveillance and security

React immediately with the help of computer vision. A system equipped with our recognition technology is capable of monitoring the current situation and notifying operators of various events in real time

Fraud prevention

Reduce financial risks with the help of facial recognition technology. FindFace Security identifies unreliable clients instantly, while the built-in Liveness system prevents any spoofing attempts.

FindFace

Customer analytics

Get information about your clients the second they step into your establishment and analyze customer pathing for the sales area optimization.

Marketing

Show relevant and individually targeted ads to your customers by applying facial recognition. The system will automatically identify customers from your database and act accordingly.

Access control systems, biometric identification

Manage the areas of different access levels and verify employees in a second. With FindFace Security, you can rest assured that trespassing will no longer be an issue.
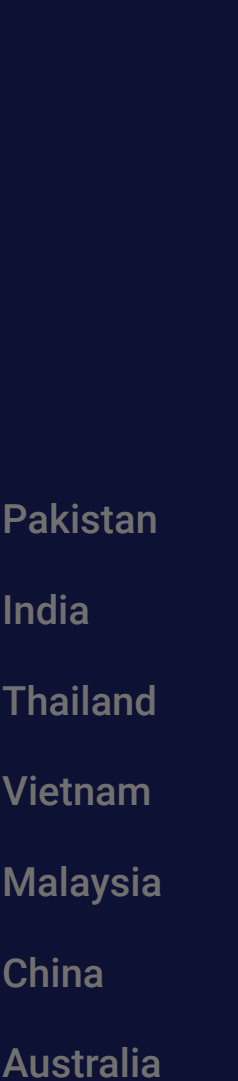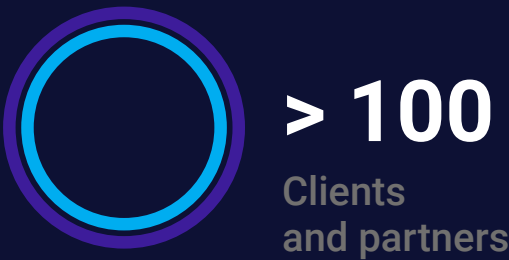
Entertainment

Implement face recognition in public entertainment facilities to capture memorable moments or create fun recognition-based online services.

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Global presence

> 100
Clients and partners

20
Countries already enjoy indisputable benefits of FindFace

USA

Canada

Brazil

Mexico

Argentina

Portugal

Spain

Finland

United Kingdom

Kuwait

Iran

Jordan

Saudi Arabia

UAE

Qatar

Pakistan

India

Thailand

Vietnam

Malaysia

China

Australia

Our partner profiles

While working with dozens of companies across the world, we have formed a list of partner archetypes that fit our business model in the most optimal way. Please note that your company doesn't have to fall into one of these categories. If you feel like leveraging NtechLab's technology to build a unique value-added proposition, or have ambitious goals that make use of big data analytics, services personalization, or whatever else you can imagine — you are the partner we are looking for!

Independent Software Vendor (ISV)

Independent Software Vendors deliver business solutions (software applications and/or services) under their own brand with NtechLab's technology at the core. By incorporating NtechLab's technology, they can achieve greater market penetration and deliver more complete, differentiated products faster and at a lower cost.

Hardware Vendor

Hardware vendors are the companies that produce servers, surveillance and access control equipment, data centers, etc. They can benefit greatly when offering software that is licensed and fully compatible with their equipment.

System Integrator (SI)

System Integrator is a company with extensive capabilities when it comes to integrating software and hardware into various systems. While leveraging on our brand, it handles equipment and supplements our software with a handful of additional integration services that fulfill the client's needs.

Value-Added Reseller (VAR)

Value-Added Resellers sell mostly to private and public sector end-users directly. They commonly can extend the functionality of our software by getting their technical teams to develop additional modules to offer a complete solution to a client.

Telecom Provider

These are the partners that traditionally provide access to telephone, mobile wireless and similar communication services. They possess extensive infrastructure such as local landlines and data centers and would like to leverage on selling new video analytics services over the existing framework to their end-users.
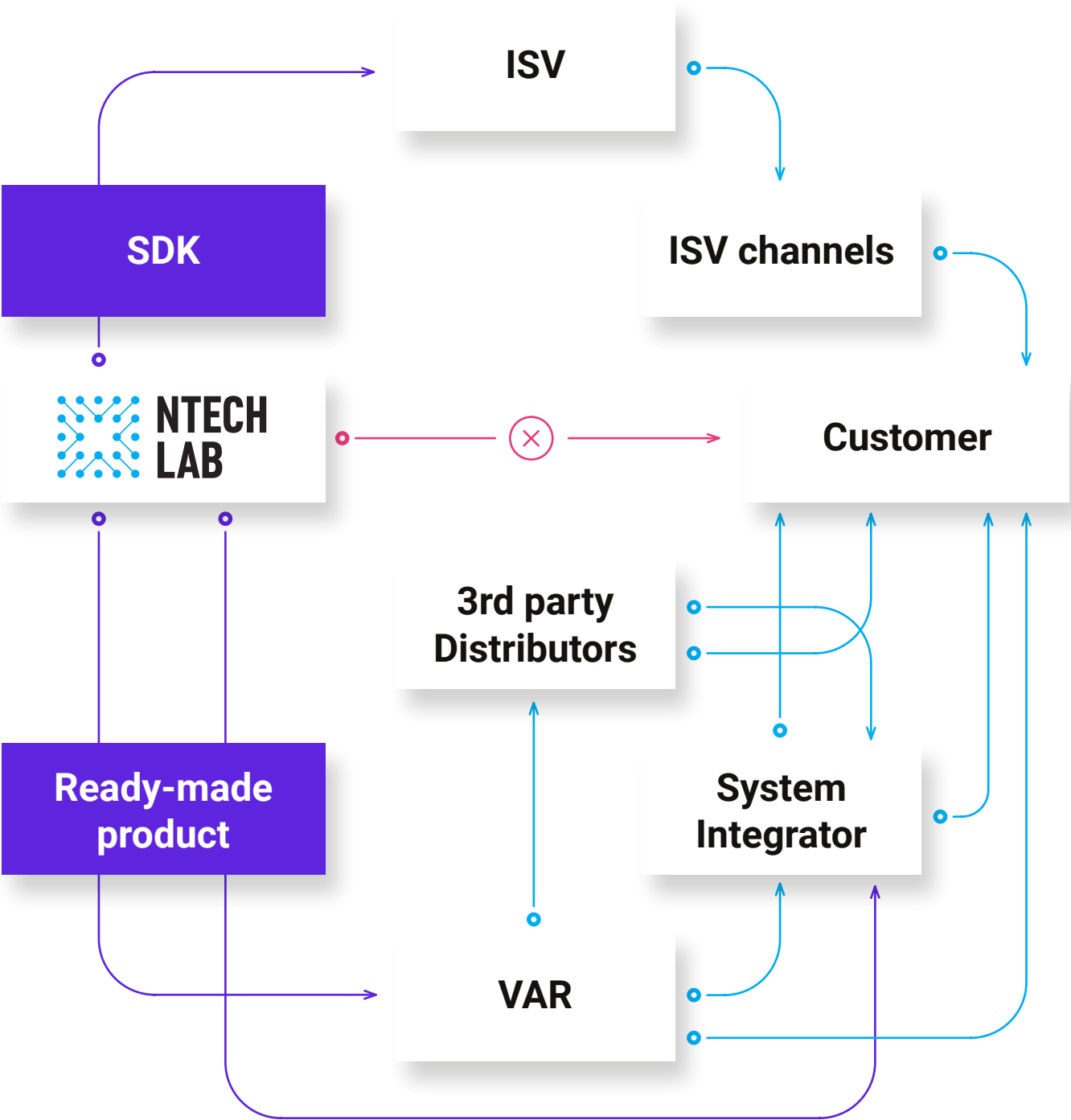
Police / Special Service Agencies Partner

These are the companies that work directly with governmental agencies and law enforcement organizations and take on projects associated with public or national security.

Strategic Partner (SP)

Strategic Partners are NtechLab's mainstream partners within specific countries and are effectively an extension of NtechLab's HQ team in the region. SPs add their expertise in managing a network of local partners such as ISVs and SIs. They can deliver NtechLab's products with other services and products to create value-added solutions to address local market specific needs.

International market sales model: 100% channel-based

ISV – Independent Software Vendor   **VAR –** Value Added Reseller

Why partner with NtechLab?

We believe that the work in tight communication with the partners brings the best results. Whether it is proof of concept development, test run, or large-scale project implementation, NtechLab is there for you at every stage of our partnership. You can always rely on NtechLab's expertise when dealing with end customers or just learning the ropes.

1 Doing it right from the very beginning

Each new partnership starts with an in-depth exchange of information. We pride ourselves in going to great lengths to get to know our partners. By asking on-point questions and presenting our business as openly as possible, we build a special bond that ensures future success for both parties. We take into consideration such aspects as your potential client's profile, technical capabilities, level of expertise and previous experience, and work out the plan for cooperation in line with your distinct traits.

2 Always available

NtechLab promotes personalized approach to every partner by allocating a dedicated partner manager. Your point of contact with NtechLab grants you easy access to the information at any time. Keep in mind that as a 100% channel-based business, we value our partners and work on beneficial terms and for a common goal.

3 Full transparency and mutual trust

To demonstrate the capabilities of our products, we provide new partners with the trial version of our software for initial testings absolutely free of charge. We also assist our partners in matching our products with the end-user needs and working out custom strategies. Such non-competitive relationships ensure a perfect environment for highly successful projects.

4 Innovation

As a recognized expert in the field of artificial intelligence, we provide our partners with access to the cutting-edge developments that form a solid ground for brainstorming and implementing new business ideas. This means our partners can create innovative solutions, gain positive attention from their customers and colleagues, and grow their market share, awareness, and reputation.

5 Limitless opportunities

Just starting to evolve and develop, our industry has already shown promise in a multitude of spheres. By joining our international partnership network, you become a company that adopts and implements the latest biometric solutions, which gives you a considerable head start when it comes to shaping the future of our planet.

6 Worldwide community

As a partner, you get an opportunity to draw inspiration from some of the best companies across the globe, which have already acquired relevant experience in the field of applied biometrics. Even the most far-reaching goals will become easier to achieve if you choose to employ the experience of your peers.

7 Passionate approach

We've managed to assemble a team of enthusiasts who are genuinely excited about shaping the future of our planet. We truly believe that embracing technology and applying it to everyday life is the way. This is what we aim for and this is what drives us forward.
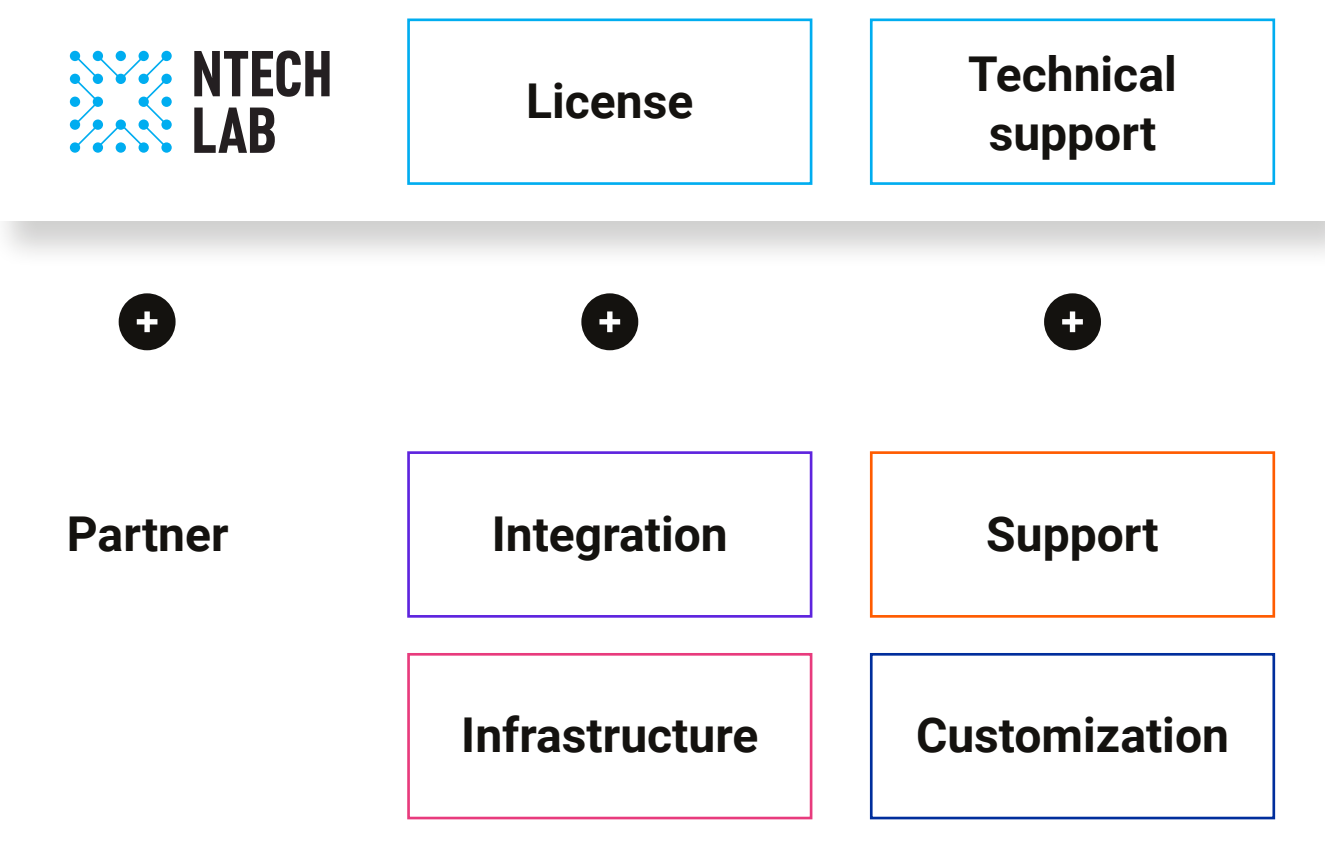
8 Friendly atmosphere

At NtechLab, we prefer a down-to-earth attitude towards each other, and the same principle applies to our partners. It is quick and easy to start working with us, so we are happy to welcome like-minded people who are eager to get down to business.

Partner earnings structure

As a direct seller of NtechLab's solutions, you get to decide how you go about handling different projects. Our partners are not limited to living off license margin alone, and can freely monetize their expertise by adding value to the existing products.

NTECH LAB	License	Technical support

+   +   +

Partner	Integration	Support
	Infrastructure	Customization

Partnership plans

At NtechLab, we prefer keeping it simple. There are only two partnership plans available, and one of them grants significant benefits throughout the entire partnership journey.

As a new, yet unauthorized, partner, you get free of charge 30-day access to presale and technical support as well as the trial version of our software with basic marketing materials. All you have to do is to fill the application form on our website to get in touch with us to open the conversation with our team.

After getting a better understanding of the business possibilities with NtechLab, you can also become one of our authorized partners by paying an annual partnership fee. Our authorized partners receive a whole spectrum of support on every level and get complete confidence in implementing projects for their clients.

Benefits granted	Partner	Authorized Partner
Product license An NFR version of our software supporting up to 3 cameras and intended for internal use, demonstration purposes, your customers demos and support	✕	+
Deal registration* In case you initiated a project and made a customer interested in NtechLab's products, you are eligible for certain preferences that protect your deal	✕	+
Qualified lead sharing Our leads get distributed among the partners according to their areas of expertise, which provides you with an additional source of clients	✕	+
Presale access You can get consulted by an expert presale engineer to make your project launches smooth and optimized	30 days	+
Technical support You get a priority in receiving all kinds of technical assistance and troubleshooting for the entirety of our partnership	30 days	+
Free trial versions for your customers Request any number of trial licenses for your customers to demonstrate the functionality of our products or implement pilot projects	✕	+
Co-marketing Our marketing specialists will be involving your brand in various activities and materials, including presentations, leaflets, promotional videos, etc.	✕	+
Brand awareness Your brand and company info will appear on our website, blog and social media for extra exposure	✕	+
Certificate As a proof of expertise in handling NtechLab's products, upon signing up to our partnership program, you will be awarded a certificate making your partner status official	✕	+
Dedicated partner manager For the ease of communication, you will be assigned to a dedicated partner manager, who will become your single and permanent contact point to relay all your issues and requirements to NtechLab team	✕	+
Enablement program Provide your staff with in-depth education to get competent specialists of your own by completing training sessions with our technical experts	✕	$ 1 500
Roadmap You get full access to our future development schedule, so you would know what to expect from our products and plan your projects accordingly	✕	+
Whitelabel options Use our technology to promote your brand! You can integrate the functionality of our products into your software and put your logo as well	✕	+
Deal assistance You can request assistance from our expert who will negotiate with the client on your behalf and will help you to deploy the software complex on any scale	✕	+
Marketing materials set	Basic	Extended
Partnership fee	Free	$ 2 500

*Deal registration:

NtechLab may give preferences to Partner if Partner has initiated a project and made a customer interested in NtechLab products. The project becomes locked-in once it has been approved by NtechLab partner manager via email. If NtechLab becomes aware that another company would like to participate in the same project, the company will be informed to contact Partner who first registered the project, so Partner could provide terms and pricing for their participation. This is applied as long as the project registration to the preferred partner is valid. If Partner fails to develop the project and provides timely information to NtechLab, the opportunity registration will be waived off. For more information, please contact your partner manager.

Partnership stages

① Shaking hands

The first stage of our partnership involves extensive information exchange and takes 90 days on average. During this time, you will get to know the capabilities of our product in-depth and evaluate the opportunities for the projects with your clients via testings. Once you decide to become an authorized partner, we will provide you with access to all the associated benefits and begin the transition to the next stage.

② Training and first project implementation

The sharing of expertise is the cornerstone of our partnership, and we intend on training your specialists so that they could meet all your clients' requirements and provide professional support on their own. By undergoing our technical and sales trainings, your employees will be ready to assess and implement projects of any scale.

During this stage, we will also be assisting you in realizing your first project by taking part in every stage from forming an offer and sizing the associated costs to the system deployment and technical support. After implementing your first project, you will be fully qualified to continue working on your own and will advance to the next stage of our partnership.
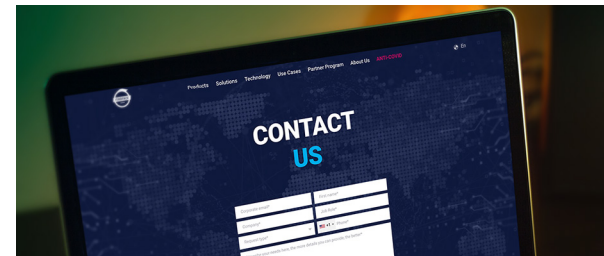
③ On-going support

This is the stage of our partnership that lasts indefinitely. We will help you in creating annual business plans and arranging joint marketing events as well as conduct regular meetings and webinars. Your brand will be fully integrated into our marketing activity giving you access to potential clients.

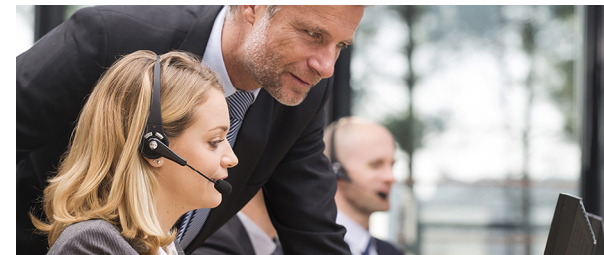# Steps to become NtechLab's partner

Step 1

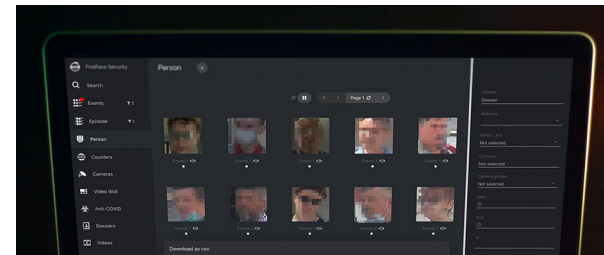Apply for partnership by filling the form on our website or message us at info@findface.pro

Step 2

Communicate with our junior partner manager about the details of your business to determine the partnership area and collaboration perspectives

Step 3

Create your own experience on our solution by getting access to our software free trial license for internal testing and evaluation

Step 4

Join our partnership program to get complete privileged support and your dedicated partner manager for further communication

We are always excited about greeting new members to our worldwide family. If you think that together we can create something of value, don't hesitate to get in touch! "

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