



## OLEA PARTNER ALLIANCE GUIDE

Olea is a third-generation family-owned kiosk company. Not only are we pioneers in the industry, but we are manufacturing pioneers. Our kiosks are built in our very own Cerritos, CA facility, allowing for quick turnaround time, and complete control over the quality of our products. This unique approach enables us to focus on the smallest details, which matter when making long-term investments in kiosks that power day-to-day business operations.

Our indoor and outdoor kiosks are used in numerous ways; industries include:

- **Casinos**
  - Check-in
  - Food Ordering
  - Loyalty
  - Wayfinding
- **Healthcare**
  - Temperature Screening
  - Check-in
  - Wayfinding
  - Telemedicine
- **Banking**
  - Self-service
- **Retail**
  - Check-out
  - Endless Aisle
- **Theme Parks**
  - Ticketing
  - Food Ordering
- **Movie Theaters**
  - Ticketing
  - Food Ordering
- **Restaurants**
  - Food Ordering
  - Drive-Thru

## WHY PARTNER WITH OLEA?

**Leverage Technology | Customer Experience | In-House Manufacturing & Design | Agility to Deliver**

At Olea, partners are a vital component to our business, and our diverse partner ecosystem provides unique value-added solutions to our customers. By teaming up, we can offer bleeding-edge hardware and software concepts. Help shape the future of kiosk offerings and join our community of partners. Olea partners help us create custom solutions in the market and support our growth initiatives. Our extensive partner community provides the expertise and finishing touches that only strengthen our position as a leading kiosk supplier in North America.

Olea prides itself on partnering with the best-in-breed in all categories to guarantee successful rollouts and unmatched ROI for all our customers. We provide the necessary programs and sales enablement tools for our partners to be successful. Design and engineering are what we do best, and we always welcome new ideas from our strategic partners to promote continuous innovation.

## PARTNER TYPES



### Channel Partners

Companies that can resell Olea kiosks and work closely with our sales organization to recommend the right customers that will benefit from our solutions.



### Service Partners

Expertly trained to provide critical installation services and post-sales field support on behalf of Olea.



### Distribution Partners

Supply components, and provide logistical support and hold inventory for quick ship assistance as well as incorporating new technology into the kiosks.

### Technology Partners

Hardware component providers and innovative software partners that support our go-to-market strategy through a collaborative approach.



### ISV Partners

These companies make it all come to life with interactive software explicitly designed to fit each use case.



## BENEFITS

Olea Partner Type Logo  
Olea Partner Manager  
Regular Business Reviews  
Deal Registration  
Marketing Assistance  
Lead Generation Support

Technical Resources  
Sales Enablement Training  
Sales Support  
Product Demo Program  
Qualified Leads  
Partner Directory

*"Olea has always built deep relationships with software and hardware partners, point-of-sale (POS) providers, back-end integrations, physical installation and support teams to deliver business value on its client's behalf, and we are looking to make those relationships even stronger. We will continue to build an ecosystem centered around self-service delivery that allows Olea to attract and evolve with the most diverse and innovative partners to solve our client's most difficult challenges."*

- Frank Olea, Olea Kiosks, Inc., CEO

Contact [Partners@Olea.com](mailto:Partners@Olea.com) to learn more!

Published 07-2020