



 **LutinX.com**  
DIGITAL DATA CERTIFICATION



# LutinX™ Partner Program

09.2024-08.2025



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LutinX™ brings concrete and innovative solutions in the Blockchain and AI sector to the global market, increasing your experience.

Our unique solutions, serving the educational, industrial, legal, insurance, sports, and voluntary sectors, allow us to solve the new challenges of the market proposing new realities for the future.

With your help, we can present a real opportunity to change a world of data into a world of intelligence and opportunity.

We call this relationship between you and us, ***The Partner Power.***



## Unlimited Opportunities

Within the next 10 years, ALL IT environments will be based on Blockchain and Artificial Intelligence. Individuals, companies, institutions, and governments will use them every day.

TODAY, LutinX provides real access to these technologies, through its integrated SUITE of ready-to-use, easy-to-use, and constantly evolving applications. Furthermore, LutinX, unique in our market segment, offers a native system to guarantee Verified Identity (KYC Compliance) to all its users, WITHOUT using Cryptocurrencies (AML Compliance).

Being a LutinX Partner allows you to expand your commercial proposal, and offer innovative technology, and expertise, with great support services.

You will have that extra opportunity to acquire new customers, expand your presence in your market, and always be up to the new challenges opened up by technology.

[Teamwork, Agility, Trust, Respect, and Service are the basis of our growth to achieve Success together.](#)



**TEAMWORK** - We enrich our relationships with a collaborative spirit both in the workplace and on the market.

**TRUST** - We protect the confidentiality of our customers and partners. They believe in us to provide the best products and services to be successful.

**AGILITY** - We move fast in the growing to bring value to our Customers and Partners. We follow the trends and work to anticipate them.

**RESPECT** - We work for the good of the community and keep in mind the needs of our employees, partners, and the conditions around us.

**SERVICE** - Success and money for their own sake have no sense. LutinX supports the community, invests in volunteer activities, helps the needy.

## Markets

LutinX has extensive knowledge of the industries in which it operates. It is independently recognized as a leading and global provider of solutions based on Blockchain, Artificial Intelligence, Biometric Applications, Cyber-Security, and Machine Learning.

LutinX and its Partner have a common goal: Place our customers at the center of our job.

Our Partner is a company with proven [customer satisfaction](#).

EDUCATION  
& TRAINING

HUMAN RESOURCES

ENERGY

AIRFORCE & DEFENCE

HEALTHCARE

CONSTRUCTION & REAL-ESTATE

CHARITY

FOOD TRACEABILITY

MANUFACTORY

CONSULTING

You are truly Innovative, choosing to be a LutinX Partner. Innovative for us means new opportunities and new turnover. Thanks to our solutions, EVERY company that chooses a LutinX product can access non-repayable loans of up to 100% - usually from 40% upwards - by accessing the Industry 4.0 and Training 4.0 Plans of the [European PNRRs](#).

In Europe, the PNRR Programs are different in form but similar in content. There are over 2,000 billion euros to be spent, over the next five years, on [INNOVATION](#). LutinX and the LutinX Partner Program are opportunities for every Italian, Spanish, and European SBEs. [The main point is to be ready and offer actual and ready-to-use solutions for the market, and LutinX has them.](#)

## Why choose LutinX™?

### The Products



LutinX™ is a leader in the Blockchain industry for identification, certification, and traceability solutions. The following business branches complete our experience: Web Solutions; Predictive algorithms - AI; IT Security; and Innovative Business Consulting.

### The People



LutinX™ is a booming business. We are a company incorporated under UK law (GB), with offices in Europe, the USA, India, Sierra Leone, and by 2025 also in China, Ethiopia and Argentina. At an operational level, we have more than 150 people who work every day for the growth and dissemination of our project all over the world.

### The Partners



LutinX™ thanks to its Web-Company structure is constantly growing. By 2025, the operational objective is to achieve a physical presence in ever more territories, thanks to our local Partners.

### The Program



Are you ready to join the LutinX™ Partner Program?

Send us an email to [partners@lutinx.com](mailto:partners@lutinx.com) and start the membership process attaching the filled form you find at the end of this guide.

We'll contact you immediately for the next steps.

## Partners' Classes

Our Partner Program is for you even if your goal is to sell and provide cutting-edge business IT solutions, develop innovative infrastructure, or provide customer support to help them realize their full potential.

### JADE

This is the entry point to build the grounds for starting a long and permanent business relationship.

LutinX recommends best practices to help Partners increase their status.

### ORANGE

Orange partners have the opportunity to jump into the LutinX Partner Program to discover how LutinX will integrate their company's strengths.

At this level, your experience will join LutinX selling methods.

### RED

A Red partnership represents a deep and meaningful relationship between LutinX and the Partner.

The Red level is a collaborative alliance with experience in specific sectors or solutions.

### PURPLE

Purple Partners had proved competence in delivering customer value with a clear focus on selling complex LutinX's solutions.



## Partners' Fields

### SECTOR PARTNER

Sector partners can be distributors, value-added resellers, managed service providers, systems integrators, technology consulting firms, and similar organizations.

### SERVICE PARTNER

These kinds of Partners are specialized in management consulting, system integrators, and consulting. They improve and/or expand their ability to provide complex solutions to integrated service projects.

### SOLUTINS PARTNER

They are independent software vendors, outsourcing, infrastructure and/or technology organizations, and IoT and/or business Providers. They provide infrastructure and/or software, integrate blockchain capabilities with AI offered by LutinX and optimizes network performances.

### PROMOTER PARTNER

They are companies that provide services or solutions in LutinX's target industries and can identify sales opportunities for LutinX through their businesses. They generate qualified leads in exchange for commissions.

**85.5%** of our customers affirm that they turn to a Service Provider who owns a distinctive trademark, issued by a third party operator who certifies their skills.

**93.9%** of LutinX™ customers declare that the decision-making process in choosing a supplier is facilitated if the supplier has a Certificate / Logo of membership.



The demonstration of Skills by Topic and Sector are in 1st and 4th place out of 8 decision-making factors, which guide the choice of an external Supplier.



LutinX™ Trademarks can and should be used in all marketing materials and customer communications. The advantages are clear, and you will show your competence and training skills. LutinX™ has also created the **LutinX Identity Guide**, available for all its Partners.



## Skills' tokens

To obtain a Skill Token, a Partner must prove that, directly or through its employees, he got the credentials for each of bottom identified areas:

- Sell
- Technical Sell
- Content Blockchain Development
- Set up processes
- Administration
- Post-Sell Support

An up-to-date program on LutinX training activities will be regularly sent to all Partners.



### Visualization

LutinX's Skill



### Data Management

LutinX's Skill



### Analytical Analysis

LutinX's Skill



### LutinX Certificator

LutinX's Skill

## Specializations' tokens

Need more specific skills? LutinX offers unique Solutions called "Specializations."



### Client Support

LutinX's Skill



### AML & KYC

LutinX's Skill



### Solution Developer

LutinX's Skill



## Know the terminology associated with each token

### Skills

A Skill is acquired when an individual passes a certification exam or completes a planned path.

### Specializations

Owned by an organization, a Specialization Logo is obtained when a company employs different people with skills in strategic sectors for each LutinX technology.



## Benefits

By joining the LutinX Partner Program, you receive several key benefits that can help you save time and money, strengthen your capabilities, better serve customers and create even more effective connections to reach your full business potential.

Program benefits are structured to recognize Partners' investment and contribution in delivering solutions that promote your success. High Partner Levels mean a more significant commitment with a combined investment from both of us, focusing on specific resources that let us grow in a territory.

Benefits	Jade P.	Orange P.	Red P.	Purple P.
<b>Advantages of the level</b>				
Access to the LutinX Network	Yes	Yes	Yes	Yes
Access to licenses and applications	Partial	Partial	Full	Full
Technical training	Yes	Yes	Yes	Yes
Earnings Access	Yes	Yes	Yes	Yes
Earnings on Renewals Access	-	Yes	Yes	Yes
<b>Advantages on Communication</b>				
Use of Partner Program Logos	Yes	Yes	Yes	Yes
Partner presence on the corporate website	Yes	Yes	Yes	Yes
Attendance at LutinX events	€€	€€	€€	€€
Co-branded business	-	-	Yes	Yes
Attend product launch events and seminars	-	Yes	Yes	Yes
<b>Sales</b>				
Customer downline by "n" Levels	1	2	3	4
Earnings on renewals (by years)	-	2	to be def.	to be def.
LutinX Academy Access	€€	Yes	Yes	Yes
Sales Webinar Access	Yes	Yes	Yes	Yes

The substantial differences between the Red and Purple Level can be better identified in the requirements table or within the Sales Plan (available in your user area).

# Program Requirements

Requirements	Jade P.	Orange P.	Red P.	Purple P.
- Membership and verification application	YES	YES	YES	YES
- Active Agreement	YES	YES	YES	YES
- Full Partner Profile	YES	YES	YES	YES
- Contact person Identification	YES	YES	YES	YES
- Contact person Identification for the LutinX website	YES	YES	YES	YES
- Grant to use the LutinX logo on the Partner's website	YES	YES	YES	YES
- Blockchain Digital Credential	-	YES	YES	YES
- Use Cases Development	-	1	2	3
- Credential associated with specific individuals	-	YES	YES	YES
- Joint marketing activities development	-	-	YES	YES
- Joint events development on each territory/region	-	-	-	YES
- Minimum Specialized People	-	1	2	3
- Minimum Skills Assigned	-	2	4	6
- Marketing activity Dedicate-Person	-	-	YES	YES
- Identification as a Purple Partner	-	-	-	YES
- Administrator for LutinX applications	-	-	-	YES
- Joint Marketing Activity	-	-	-	YES
- Earnings Requirements	-	to be def.	to be def.	to be def.



## Earning opportunity

Bonus %\*

Qualifying activities

### Sales Opportunites

10	1° salse level (Jade)
8	2° sales level (Jade+Orange)

### Additional activities \*\*

- **Personalized:** % up to "x" levels defined in a personalized for the Partner. This solution is usually chosen by business consultants and business promoters, aimed at maximizing the growth opportunities of their network.
- **Fixed Levels:** For Partners with an active sales network. We block 3 or 4 levels, bringing all the revenues to them. They will pay their sales team directly.
- **Head Funds:** For strategic Partners with high goal levels in terms of sales. LutinX agrees to pay the Partner's Sales team under a defined Commercial Plan.

\*, access to bonuses and earning opportunities for the Orange, Red and Purple levels is subject to Partner Status, with a specific addendum between the Partner and the LutinX Representative in its Reference Area.

**Online membership alone is NOT binding to receive Bonuses (for the Orange, Red and Purple levels).**

\*\*, must be confirmed in the specific Addendum between the Partner and the LutinX Representative, in its Reference Area.



## Additional benefits

### LUTINXTM LICENSES INCLUDED

Partners receive a standard set of LutinX licenses aligned with their competencies. Different licenses can be requested to support approved business plans.

### LUTINX TRAINING CENTER

We know the importance of being recognized as an Expert and backing the technical experience necessary to support and deliver value to all customers. For this reason, we have created the LutinX Training Center. The LutinX Training Center offers a range of training and licensing programs and certifications, which help our partners improve their knowledge and show their level of competence.

Through our digital learning platform and classroom training courses, LutinX helps your consultants embrace our knowledge and successfully promote sales and presales.

Your experts will always be at the forefront of innovation. Here are also some advantages:

Sale and Update	Complementary
E-Learning - based on our Training Portal	Standard Price
Public or Live Courses	75% discount on public price
Training On-site/Private or Personalized*	Personalized
Specialized Webinars	50% discount on public price

\* Any specific requests or changes to the course will require a personalized proposal.

Educational qualifications achieved remain with the specific individual, even when they change companies. We at LutinX encourage all employees and/or assistants of our Partners to update their certification profile so that LutinX can correctly associate their training with the current organization in which they work.



## Registration details

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### PROGRAM ENROLLMENT

Potential Partners interested in joining the program must fill out the form on page 16, and send it by e-mail to [partners@lutinx.com](mailto:partners@lutinx.com).

LutinX™ will review the request and if the joint value proposition will meet the needs of the program, LutinX™ will send you the application / Agreement Addendum by email.

### MEMBERSHIP PERIOD

The membership period runs from September 1, 2024 to August 31, 2025. To maintain your status, you must meet the minimum program requirements, according to your level, by July 31, 2025.

LutinX™ reserves the right to evaluate the status of your membership at any time.

### CONTRACT RENEWAL

Program membership is reviewed annually. During the renewal process, results related to program-level requirements are reviewed. You are responsible for complying with the requirements. If the objectives have not been met, your Partner Manager will work with you to define an additional plan, for your success.

### PROGRESS IN THE PROGRAM

Throughout the year, LutinX™ proactively reviews your performance to determine if you might be eligible to progress to the next level. At any time during your membership term, you can request a review of your growth in our program. Subscription level changes will take effect no later than 30 days after notification by LutinX™ that the change in membership level has been approved. The benefits accrued by moving to a new level are not retroactive and are valid only with the upgrade of the membership. You can send a formal request for a review of your position to your Partner Manager by writing to [partners@lutinx.net](mailto:partners@lutinx.net)

# LUTINX PARTNER PROGRAM APPLICATION

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The LutinX Partner Program membership process helps LutinX ensure that its Partner organizations meet the same high standards of knowledge, respect, integrity, and market satisfaction. Every application for the Orange, Red, and Purple levels is reviewed to ensure these organizations have full support from the parent company.

## APPLICATION STEPS

The LutinX Partner Program application process includes the following steps:

- Step 1: Create Your Account - Free of Charge - on the LutinX.com Platform
- Step 2: Complete the KYC process
- Step 3: Press the "Become a Partner" button on your Dashboard and complete the required fields.

## CONGRATULATIONS - YOU ARE A LUTINX PARTNER!

Now to acquire one of the Qualification Roles - Orange, Red, and/or Purple:

- Step 4: Complete the LutinX Partner Program application found below;
- Step 5: Forward it to [partners@lutinx.com](mailto:partners@lutinx.com) - indicating your LiD;
- Step 6: If the application is accepted, all the conditions reserved for you will automatically activate, and your Partner Manager will contact you immediately.



**Make sure your employees use your LiD during registration.  
This part is essential to link their LiD to yours during the generation of Skills and Specializations.**

# LutinX™ Partner Program – Membership Application

partners@lutinx.com

## ALL SECTIONS MUST BE COMPLETED

Note: Submitting this application does not guarantee your access to the LutinX Partner Program. Applications will be reviewed, and applicants will be notified of their status.

## GENERAL INFORMATION

Company Name \_\_\_\_\_

Incorporation date \_\_\_\_\_

Last Turnover \_\_\_\_\_

VAT / TAX Code \_\_\_\_\_

**Number of Employees** \_\_\_\_\_

## Company Address

City \_\_\_\_\_

State \_\_\_\_\_

Country \_\_\_\_\_

Postal Code \_\_\_\_\_

Website \_\_\_\_\_

Business E-mail \_\_\_\_\_

## Contact Person

Name, Surname \_\_\_\_\_

Company Role \_\_\_\_\_

Telephone \_\_\_\_\_

Mobile \_\_\_\_\_

E-mail \_\_\_\_\_

Date/Place \_\_\_\_\_

Stamp, Signature \_\_\_\_\_

Once you have completed the two pages of the form, please sign and stamp them and send a copy by email to [partners@lutinx.com](mailto:partners@lutinx.com)



# LutinX™ Partner Program – Membership Application

partners@lutinx.com

Register your geographical area:

- EMEA (Europe, Middle East and Africa)
- Americas (U.S.A., Canada and South America)
- Asia
- Education (only for Institutions)

Partner's Field

- Sector
- Service
- Solutions
- Promoter

## ABSTRACTS

1. Provide a brief description of your company;

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2. Describe the market / sector of interest of your company:

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3. What specific benefits can your company offer to LutinX™?

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4. In which specific, geographical area you intend to work (province, city, region)

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Date/Place \_\_\_\_\_

Stamp, Signature \_\_\_\_\_

# Power of the Partners



Blockchain ID



📍 2S 2024

📍 2S 2025

WANT TO KNOW MORE?  
VISIT [HTTPS://GSI.LUTINX.COM/PARTNER-PROGRAM/](https://gsi.lutinx.com/partner-program/)