

Xceptor X Partner Programme

Partner Programme Guide

Driving smarter, scalable solutions together.

What's inside

This document provides information about our Xceptor Partner Programme. Discover why you should join, the benefits being part of the programme brings to you and your organisation, and how to drive value through partnership. You'll find access to resources needed to maximise our partnership and successfully drive meaningful outcomes for our mutual clients.

Contents

Partnering with Xceptor

Benefits of becoming an Xceptor Partner

- Tiers and benefits
- Deep dive

Who we work with

Your opportunity

Start your partnership journey

Partnering with Xceptor

Deliver powerful, end-to-end solutions that help your clients achieve efficiency, compliance, and growth across capital markets. As the industry-leading data automation platform, Xceptor empowers financial institutions to simplify complexity, streamline operations, improve accuracy, and solve complex challenges across reconciliations, tax processing, post-trade, client lifecycle management, loan operations, and more – enabling you to expand your offering with confidence.

Streamline operations. Elevate client outcomes.

Together, we will build a joint offering that delivers real value – enabling mutual clients to improve accuracy, strengthen compliance, and accelerate operational excellence. By integrating Xceptor's enterprise-grade platform into your portfolio, you can expand your capabilities, unlock new opportunities, and differentiate your proposition in an increasingly competitive and fastmoving market.

With the Xceptor Partner Programme, you gain the insights, support, and ready-to-use materials you need to succeed. From solution expertise to collaborative go-to-market execution, we equip you to confidently navigate a constantly changing capital markets landscape and deliver trusted outcomes for your clients.



Benefits of becoming an Xceptor Partner

As a partner, you'll gain everything you need to deliver Xceptor solutions with confidence – from robust sales and technical training to certifications, marketing and sales tools, and dedicated support. Our programme is built to empower you at every stage: building capability, winning business, delivering excellence, and scaling your practice.



Drive services & sales:

Accelerate your commercial growth with structured support, expertise, and tools that help you win more deals, identify Xceptor use case opportunities, and deliver high quality services.



Product roadmap:

Stay ahead of curve with priority access to the latest product innovations, releases, and updates.



Marketing & amplification:

Amplify your market presence, grow your pipeline, and elevate our joint brand with co-created campaigns, brand assets, and strategic marketing support.



Training & enablement:

Become an Xceptor Xpert and develop deep expertise in your specific field through our comprehensive enablement programme tailored for individuals and organisations.

Benefit: Tiers

Tier		Registered	Xplore	Xpand	Xcel
Category	Benefit				
Marketing	Partnership Joint Value Prop / Overview Doc		✘	✘	✘
	Brand library	✘	✘	✘	✘
	Partner events	Self-funded	✘	✘	✘
	Tailored GTM Plan			✘	✘
	Co-marketing opps				✘
Sales & Services	Deal registration	Mandatory	Mandatory	Mandatory	Mandatory
	Training environment	Paid add-on	✘	✘	✘
	Academy	Add-on	Paid add-on	✘	✘
	Tailored Partnership dashboard			✘	✘
Enablement	Academy	✘	✘	✘	✘
	Xceptor Docs	✘	✘	✘	✘
	Certifications	✘	✘	✘	✘
	Product Launch Days		Invitation only	✘	✘
Community (Coming Soon)	Community space	✘	✘	✘	✘
	Feedback group		Invitation only	Application	Application
	Advisory board			Application	✘
	Monthly partner newsletter	✘	✘	✘	Paid add-on

Benefits deep dive

Drive services & sales:

Access to sales SMEs to support client conversations

Delivery support to help you build and scale practices

Deal registration and on-going sales support

A Partner Relationship Manager (PRM) for on-going guidance

Service and performance insights through dashboards

Product roadmap:

Early access to new features, releases, and platform updates

Partner resources including Xceptor Docs, best practice guidance, and enablement assets

Access to product launch days to keep your teams aligned with updates

Marketplace visibility for your Xceptor-powered offerings

Marketing & amplification:

A dedicated marketing representative for co-creation of campaigns and GTM execution

Access to Partnership Overview materials and a full brand library

Co-marketing opportunities and partner event participation

Tailored marketing plans designed for joint success

Coming soon: community space, partner advisory council, monthly newsletter & feedback group

Training & enablement:

Full access to the Xceptor Academy

Certification pathways for consultants, architects, and sales teams

Training delivered virtually or in-person during Product Away Days

Guided training environments for hands-on-learning



Who we work with

Technology Providers

Seamlessly integrate your solutions with Xceptor's powerful Data Automation Platform to deliver enhanced, end-to-end capabilities that help clients transform complex data challenges into streamlined, scalable workflows.

Global System Integrators

Leverage Xceptor's industry-leading data automation platform to design and deliver transformative implementations for financial services clients, adding a high-value, differentiated offering to your global practice.

Resellers

Unlock new revenue streams and accelerate your growth by reselling Xceptor as part of a bundled solution that combines powerful automation with your industry expertise, local support, and complementary products.

Managed Service Providers

Supercharge your managed services offering by embedding Xceptor's platform at the core, enabling you to deliver faster, more accurate, and scalable services that keep your clients ahead of the curve.

Hyperscalers

Combine the power of your world-class cloud infrastructure with Xceptor's data automation expertise to create compelling joint, cloud-native solutions that accelerate digital transformation for client at scale.

OEM

Embed Xceptor products directly into your offering, providing clients access to best-in-class data processing capabilities while strengthening your competitive advantage in the market.

Xceptor Connectors



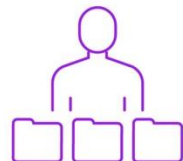
[Learn more](#)

Your opportunity in numbers



£2bn

Total addressable market



100+

Clients globally



11,500+

Platform users



60+

Countries serviced



20+

Years in capital markets

Xceptor X Partner Programme

Start your partnership journey

Ready to help your customers deliver smarter,
scalable solutions across capital markets?

[Start your journey today](#)

“

We are excited to partner with Xceptor as part of our broader strategic initiative to deliver a truly global, integrated asset servicing solution, including tax reclaims. Financial institutions face increasing complexity across tax operations amid intensifying regulatory requirements, market change, and surging transaction volumes.”

”

Tom Burke, President of Global Asset Servicing, Broadridge Financial Services



Broadridge®