



Vendor Integration Partner



Vendor Integration Partner (VIP)

Software and hardware vendor benefit program

When you're a MagTek VIP, you have access to the payment industry's safest and most reliable hardware and services, and the pool of experts and resources that make them possible. Whether it's product development, technical support, or marketing strategy, we equip you with the tools to ensure your solutions exceed your customers' expectations. As a VIP, you can be confident that MagTek is behind you every step of the way.

Get extensive connection inside the MagTek network:

- **Dedicated Account Manager:** dedicated to your development efforts.
- **Sales Organization:** access our network to launch your product to market quickly using MagTek's in-house distribution
- **Distribution and Channel Partners:** connect with our distribution and channel partners for fulfillment operations, sales and marketing initiatives.

Get unlimited access to MagTek's development libraries and resources:

- **Free SDKs and APIs:** free software developer kits (SDKs) and Application Program Interfaces (APIs) with no license agreement fees, ever.
- **Magensa Services:** access to Magensa test environment for Decrypt, Decrypt and Forward, Magensa Payment Protection Gateway, Remote Key Loading and Fraud Prevention Services
- **Demo Apps:** free access to MagTek demo programs.
- **MagTek University:** free access to MagTek University.



Join Today!

Visit MagTek.com to apply for a FREE membership. After you complete the on-line registration, an Account Manager will contact you to discuss your goals, provide a program overview, and welcome you to the program.



Call a representative to learn more: 562-546-6400.



Get extensive connection inside the MagTek network.



Dedicated Account Manager

Having a dedicated MagTek Account Manager gives you peace of mind. You know who to call and how to get in touch. MagTek Account Managers are expertly skilled in determining the devices and services that best meet your needs. Account Managers guide you through development efforts, coordinate technical support, and help you build sales and marketing strategies.



MagTek's Sales Organization

With more than four decades of experience as a respected manufacturer and service provider, MagTek has national and international direct sales teams focusing across many industries and market segments including OEM, banking, retail and access control. Engage our sales team to assist with direct order fulfillment.



MagTek's Distribution and Partner channels

Access our large network of national and international distributors and channel partners to assist with fulfillment operations, sales and marketing initiatives.

MagTek appreciates the value of your contribution to our business. Involve MagTek early in the sales cycle for the best in service and to determine if further discounts are available to help you win the deal. We recognize value-added solutions and the desire to grow our mutual businesses through more effective collaboration to achieve greater sales.

Get unlimited access to MagTek's development libraries and resources.



SDKs and APIs for all MagTek products and services

MagTek understands the value of easy-to-use and well documented Software Development Kits (SDKs), technical documentation, APIs, and sample code. Get unlimited access to all SDKs for mobile, counter-top, and kiosk devices that work with Windows, iOS and Android operating systems. MagTek SDKs have no royalty or maintenance fees and are free to re-distribute with your application.



Magensa Test Gateway

Powerful APIs and secure web services are available for securing, authenticating, and using transaction devices and data. Magensa is a validated Encryption Support Organization (ESO) certified for PCI DSS Level 1 and PCI PIN. Its services can be used cost-effectively to achieve PCI compliance and security that exceeds PCI DSS requirements. Available Magensa Services include Decrypt, Decrypt and Forward, Payment Protection Gateway, Remote Key Loading and Fraud Prevention Services.



Demo Programs

MagTek provides a variety of demo programs. Demo programs are available to use at customer and event demonstrations, in demo centers, for training, and proof of concept activities.



MagTek University

Alongside the Vendor Integration Partner program we are launching a new suite of training and accreditation opportunities to complement your business and train your workforce. Included in the suite is an extensive library of on-line and classroom-based sales and technical training.