

Partner Process

01



Warm up the prospect. Position GoTab using your demo account and resources provided. Register the merchant against their deal registration link.

GoTab's Relationship Manager will demo GoTab with the prospect. The Relationship Manager will work in tandem with the partner to win the customer.



02

03



The customer is ready to move forward! The deployment questionnaire & virtual/in-person site survey will be completed. Afterwards, a quote will be sent with pricing for software, payments and hardware.

Once the quote is signed, the customer will move to the Onboarding stage. There will be a dedicated onboarding manager who will help the customer go live with GoTab.



04

05



It's time to go live. The hardware & QRs will get set-up. The GM and staff will be trained and a Customer Success Manager assigned for ongoing support.