GS1 Iran Solution Partners & Providers

The Services of expert company to optimize business processes

Collaboration B2BSP, B4BSP

Recommended using the SP in the GS1 Solutions

Sharing information throughout successful MO's(MO2MO)

What is the opportunity for GS1 and MO?

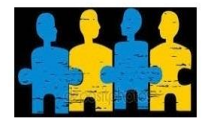Advancing the use of Sotution Provider & Partner between MO's (B2BSP)

MO

B2B

MO

how could interact with SP's in the world of communication?

What are the hindrance and risks?

What are the SP levels?(Five levels recommended)

B2BSP

SAAS(Software as a service)

PAAS(Platform as a service)

IAAS(Infrastructure as a service)

THE BENEFITS OF BECOMING A SOLUTION PARTNERS & PROVIDERS

- Free access to all GS1 standards, solutions and tools through GS1 MO
- Reduced percentage of ads in GS1ir publications
- It is free to enter the commercial hub of "service providers & partners".
- Put a free banner in the Internet Magazine(e-code)
- Special conditions for renting a place at the GS1ir Knowledge Centre for holding conferences and meetings
- 5% reduction in training costs for courses offered by GS1ir
- Possibility to attend GS1 events in Iran and others
- Cost reduction 2% for participation in events to hold by GS1ir.
- Decrease 5% to **get** GLN
- Possibility to attend in IOT and Startup Conferences
- Possibility to attend at Professional Workshops in different sectors

Introduction of the Solution Partners & Providers in Iran

The SP group, known in GS1 as Solution Partner & Provider, aims to interact with the software and hardware companies, providing the software required by potential customers in various areas of Apparel, Fresh Foods, Chemicals industry, etc.
This group started its activities in governmental and non-governmental organizations compliant with GS1 standards, helping to improve and augment complementarities, globalization of Iranian's SPs along with the other SPs in the field of IT which eventually results in creation of asset.

The plan's goal was to identify Iran's ability to start its work on the SP project. In this research, GS1 deployment kit was studied in the field of SP, and then a case study was conducted on the different countries that launched the project. The project involves different parts: market identification, identify of activities undertaken, GS1 articles and contents in the field of SP, identifying the weaknesses and strengths of GS1 Iran Organization(center?), threats and opportunities facing the organization (SWOT), and finally a road map for achieving these goals and the proposed levels of SPs. In addition, various revenue plans, marketing plans, loyalty plan, training plan and accreditation plan for assessing and reaching the roadmap were drawn up.
The issue of interactivity and synergy in the field of software companies raised as the first issue in the country by the GS1 Iran and m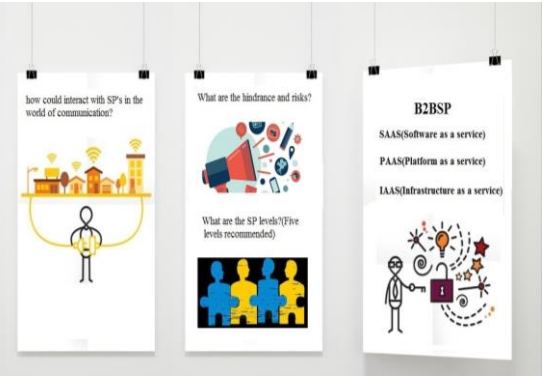any research works on three areas of software, hardware and educational services have been carried out. The organization has been genuinely involved with interacting and creating synergies for two years.

Different levels of collaboration with SPs

The main goal of the SP programs is development of the market for the GS1's application with standards for the benefit of the entire value chain. According to GS1's SP1 activists, GS1 compliant solutions will be available on the market. On the other hand, through the SPs, one can be sure that all SMEs, global firms, retailers and SPs have made their own choices. The gained knowledge from the target market, along with the capabilities of GS1 Iran and analysis of business model patterns, resulted an offer by the organization on five categories of working model with respect to the existing conditions. It should be noted that SPs even need to be classified according to our target (entering in the industries). The following five categories which are named as SP levels are shown in the table below:

NO	Level Name	Description
1	SP1	Marketing, Analysis, Implementation for GS1 Iran
2	SP2	Solution (Software, Hardware, Training Services) compliant with GS1 standards
3	SP3	GS1 Iran's contractors in the development of the software platform of GS1 Iran
4	SP4	Joint venture with GS1 Iran in developing new business ideas or National Projects (We think as a Solution partner)
5	SP5	Providing services such as Barcode Verification and etc.

GS1 Iran
Solution Provider & Partner

Goals and Objectives

1. Development of domestic and foreign markets
2. Creating a commercial hub for the use of corporate services
3. Establishing B2B and B4B networks between SPs in the field of software and hardware
4. Obtaining representation from other domestic/foreign SPs of GS1 and creating new business
5. Introduction of Iranian SPs (software and hardware) to the GS1 Global community
6. Identification of Global Trends and Case Study of Projects Performed by Other GS1 Countries in the Areas of Healthcare, Logistics, Food and Retail
7. Development of e-commerce
8. Understanding the real problems and needs of the markets (domestic/foreign)
9. Creation of specialized working groups in the Healthcare, Logistics, Food and Retail with SPs
10. Integrating through the creation and exchange of standards in software systems
11. Participate in Introductory, Advanced and Professional courses (familiar with GS1 standards and guidelines)
12. Participate in the SP forum with the goal of further engagement and identification of each other's capabilities(http://forum.gs1ir.org)

The right to use benefits of the GS1 system:

• A single standard for unique identifiers around the world

• Record accurate information without using any keys

• Improved transparency in product movement

• Better information management

•waste reduction

• Improving customer and consumer responses

• Improved communication and automated processing

• A common approach without inconsistencies in demand

How to register in GS1 Iran as an SP?

- Filling the SP's registration form
- The GS1 IRAN SP Agreement (figure below)
- Introduction on Center's SPs page (Gs1ir.org/spfinderiran)

GS1 Iran

Partnership Agreement
National Center for Iranian Product and Service Number (GS1) and —— Company

Article 1. The Parties of Agreement

For the purpose of creating, expanding, cooperation and educational, research and advisory services, this agreement was signed between the National Center for the Issuing of Goods and Services of Iran (Private Joint Stock) ,the registration number 458249 at Tehran, Jihad Square, at the beginning of Joybar Street, East Shahid Mirhadi Alley, No. 4 with Mr.Sayyed Hossain Paryab representative as CEO (referred to as "GS1 Iran"), and the hardware company named ------- to the registration number ------ to the address ----- with Mr. ----- as the Director The agent, (referred to as the "Company"), was agreed upon and signed.

By signing this agreement, the two sides will limit their efforts to expand national power in solving scientific-research problems to the subject of this agreement and achieve national self-reliance, and will refrain from any attempt in this regard.

Article 2 - Issues of agreement:
- Joint collaboration to provide specialized advice for promoting the activities of the hardware domain.
- Joint collaboration in order to organize and deliver training courses in accordance with GS1 standards to facilitate the processes of hardware companies.
- The company will perform the requirements of the National Center for Numbering according to the needs of the customers with the quality and cost.
- Each of the parties, products and services in accordance with the standards and strategies of GS1 will introduce its counterpart in the provincial and city centers.
- The price of the company's products and services in the event of the customer's introduction to the company will be determined by mutual agreement and agreement.
- Collaboration to establish interconnection of supply chains overseas in real time.
- Collaborate to facilitate the membership of the Hardware Company and profit from the benefits and opportunities of GS1.
- Planning for the GS1 expert or hardware companies in related sectors that are held around the world by GS1.
- Collaborate to promote the level of knowledge, information management and the empowerment of hardware knowledge.
- A permanent study of the latest scientific achievements and hardware industry technologies in the GS1 federations and collaboration to identify practical and useful applications.
- Collaboration for the sharing of hardware.

1

- Collaborate in educational and content areas through the media and better capture for GS1 capabilities, the level of knowledge of people about this system, as well as to highlight the achievements, powers and utilization of the coding system.
- Collaborate on introducing and promoting the GS1 coding system to customers and requiring the use of the GS1 system for all customers.

Article 3- Obligations of the Parties:

1. The parties are obliged to appoint one of their experts as a representative and introduce them in writing within 10 days after signing the contract.
2. The representatives of the parties are obliged to meet at least once a month and have the necessary planning and coordination.
3. All agreements reached between the deputies, the minutes are considered and examined by the relevant units and the results are announced on the contrary.
4. An agreement will be concluded for each activity agreed upon.
5. The financial obligations will only be created in the form of a separate agreement, and the exchange of this agreement will not create a financial commitment for the parties.
6. This agreement does not contain any financial obligations for both parties, and no one can claim from each other on the basis of this agreement or in the form of meetings under this agreement.
7. The company is not obliged to refer to this letter of understanding either in the name of the representative or the contracting party of GS1 Iran, or to refrain from studying in this way

Article 4- Duration of the Agreement:

The duration of the agreement's implementation of understanding from the date of its signature and exchange is equal to one years, and each party can issue a letter regarding the termination of the Agreement.

Article 5 - Appendices, copies and enactments of the agreement

This agreement is set forth in 5 articles and one note and in 2 copies with the decree and the credit of the unit and it will come into force for the parties from the time of its signing and exchange.

CEO———	Direct Manager of GS1 Iran
	Sayyed Hossain Paryab
———	Signature
Signature	

2

Accreditation and Certification

There are several individuals have passed the relevant courses and exam.
- Pass the training plan appropriate to the SP levels(from sp1 to sp5)
- Evaluation for the list of activities performed by the SPs, by the GS1 Iran Assessment Team
- There is a 1,000,000 Rials charge per individual exam fee
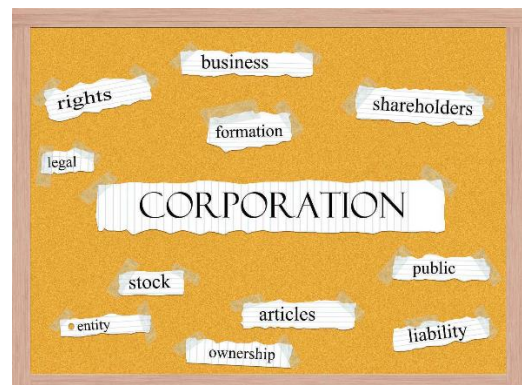- Individuals must be re-accredited every three years

- Enter the Loyalty Plan and participate in joint venture with the GS1 Iran

Gold	Great Member
Silver	Special Member
Bronze	Good Member
Lead	Member

- Enter the Marketing Plan (B2BSP, B4BSP, CRM, ECRM and etc.)

- Holding an exhibition alongside the SPs or the corporation of SPs

Training and upgrading knowledge of the SPs

Having a training and upgrading knowledge for accreditation, certification and joining with GS1 Iran projects and income levels with SPs

Level	Name	Description
1	Introductory	Introduction of GS1(standards and GDS)
2	Advanced	Solutions and Expert (IOT, EDI, Traceability, etc.)
3	Professional (Specialized and workshop projects)	GS1 Iran contractors to develop the software platform

Holding monthly/annually meetings

Informing about GS1 Global Office issues, updating the SP's information, awareness of upcoming events and participating in them if desired, getting acquainted with the latest achievements and accomplishments of the SPs, introducing Top Year Supplier and Granting Certificates

Publish the SP articles in our magazine (e-code)

Publishing experiences and knowledge of companies (in different industries) in their articles.

![GS1 Iran logo]

Would you like to get connected to one of our SPs? Or would you like to become part of our strong network yourself? Get in touch with us. Please connect to:

Fatemeh Shabannejad.

GS1 Iran Solution Provider & Partner Director

More Information on the conditions to participate can be found on our website under

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