



PARTNERSHIP PROFILE

Strategic Partnership Profile

A structured pathway for partners, introducers, distributors, technical providers and market-development relationships.

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Partnership Principle

GSEL's partnership model is designed to align opportunity, capability, commercial structure and delivery discipline. Partnerships are not treated as casual introductions. They should create clarity, protect all parties, and support practical progression toward qualified opportunities.

Who This Profile Is For

<p>Technical partners</p> <p>Technology owners or specialist providers seeking credible project alignment and market-development support.</p>	<p>Distributors</p> <p>Companies seeking structured territory, product or solution distribution opportunities.</p>
<p>Government / institutional introducers</p> <p>Individuals or organisations with legitimate access to public-sector or institutional opportunities.</p>	<p>Project partners</p> <p>Local implementation partners, contractors, consultants or operators with real delivery capacity.</p>
<p>Investors / funders</p> <p>Capital or funding partners seeking structured project opportunities and governance clarity.</p>	<p>Country representatives</p> <p>Market-development partners requiring clear protocols, roles, authority and reporting lines.</p>

GSEL Partnership Model

Stage	Purpose	Typical Outputs
1. Opportunity validation	Confirm the opportunity, stakeholder route, need, authority and commercial relevance.	Opportunity note, stakeholder map and evidence request.
2. Role definition	Clarify each party's role, authority, contribution, territory, communication channel and commercial expectation.	Role matrix, NDA/NCNDA/MOU route and engagement protocol.
3. Capability alignment	Match the opportunity with relevant GSEL/partner solution capability and project pathway.	Solution positioning note and technical/commercial next step.

4. Structured engagement	Control communication, information release and stakeholder approach to avoid confusion or circumvention.	Approved communication protocol, meeting plan and action register.
5. Commercial progression	Move qualified opportunities toward proposal, pilot, procurement, distribution or implementation.	Proposal route, commercial framework and next-step decision.

Partnership Governance Requirements

<p>Written authority</p> <p>No person should represent GSEL externally unless authority is confirmed in writing.</p>	<p>Controlled information release</p> <p>Technical, commercial and partner information should be released on a need-to-know basis.</p>
<p>Single communication channel</p> <p>Material stakeholder discussions should be recorded through approved GSEL channels.</p>	<p>No assumed exclusivity</p> <p>Territory or product exclusivity must be separately agreed in writing.</p>
<p>Defined compensation</p> <p>Commission, margin, fee or compensation expectations must be agreed before active deployment.</p>	<p>Anti-circumvention</p> <p>Introductions, confidential information and developed opportunities must be protected contractually.</p>

Information Needed to Assess a Partnership

- Partner name, company, country and verified contact details.
- Partnership type: distributor, introducer, technical partner, investor, consultant, local representative or implementation partner.
- Sector: water, agriculture, energy, emergency lighting, mining, government, environmental or other.
- Evidence of opportunity: stakeholder request, meeting record, buyer requirement, tender, mandate, official letter or market data.
- Proposed role and expected commercial arrangement.
- Existing relationships and level of authority to approach the opportunity.
- Whether NDA, NCNDA, MOU, distributor agreement or project-specific agreement is required.

Partnership Acceptance Criteria

Criterion	Meaning	Required Evidence
Credibility	The partner can demonstrate relevant relationships, sector knowledge, market access, technical capacity or implementation value.	Evidence and referenceable background.
Alignment	The partner's expectations align with GSEL's governance, commercial discipline and delivery pathway.	Clear role, clear authority and clear communication protocol.
Control	The opportunity can be progressed without exposing GSEL to avoidable circumvention, reputational or commercial risk.	Appropriate legal framework and controlled information release.

Important Governance Note

GSEL should not grant representation rights, exclusivity, commission entitlement, technical access, supplier access, government contact access or commercial authority without written approval and the correct agreement in place.

Recommended next step: Submit Strategic Partnership Profile - Submit details via the website or contact GoGreen@gsel.co.uk | +44 203 488 0222.