

PARTNERSHIP LEVEL AND INCENTIVES

In a bid to expand the reach of our Financial solutions beyond Nigeria, PFS has created a new unit called **PFS CHANNEL PARTNER PROGRAM (CPP)** to recruit, onboard and train new partners to become part of the family.

Short term – All partners regardless of their size, revenue and industry experience will be on the same level in terms of rebate, Sales and technical support from PFS and other associated benefits accruable in the course of doing business with PFS

Rebate – Every partner on this level will have 15% rebate on *license fee* sold to the end-user

Implementation - 100% on implementation will accrue to the implementation team.

Onboarding – All new partners must as a policy fill the below document for registration and onboarding purposes and send with supporting legal business documents.

- I. NDA – Non disclosure Agreement
- II. KYP – Know Your Partners
- III. PSA – Partnership Sales Agreement



PATNERSHIP LEVEL AND REQUIRMENTS



1. SALES PARTNERS/RESELLERS – Partners on this model are strategic business partners who are only interested in making sales and moving on without necessarily getting involved in implementation and or project delivery. The below table shows requirements for growth on this model and applicable benefits for each level.

SALES PARTNERS/ RESELLERS				
BENEFITS & CRITERIA	SELECT	SILVER	GOLD	PLATINUM
Rebate (License fee)	15%	17%	19.5%	22.5%
Implementation	0%	0%	0%	0%
Dedicated Sales Resource	1	1	2	2
Dedicated Technical Resource	0	0	0	0
Certified Accountants	X	X	X	X
Threshold	\$100K	\$250k	\$350k	\$500k
Marketing tools	✓	✓	✓	✓
Sales and Technical trainings	X	X	X	X
24/7 Support	✓	✓	✓ (Availability of PFS dedicated Technical Resource)	✓ (Availability of PFS dedicated Technical Resource)
Other Benefits (Co-host Event)	X	X	✓	✓

PATNERSHIP LEVEL AND REQUIRMENTS

2. Technical Partners – Technical partners will combine selling and been armed with skills of implementing our solutions. Apart from the rebate they get on Sales, they also make additional income on implementing the solutions. The below table shows requirements for growth on this model and applicable benefits for each level.



TECHNICAL PARTNERS				
BENEFITS & CRITERIA	SELECT	SILVER	GOLD	PLATINUM
Rebate (License fee)	Sales Rebate refers			
Implementation	100%	100%	100%	100%
Dedicated Sales Resource	X	1	2	2
Dedicated Technical Resource	X	1	2	2
Certified Accountants	X	X	1	2
Threshold	\$100K	\$250k	\$350k	\$500k
Marketing tools	✓	✓	✓	✓
Sales and Technical trainings	✓	✓	✓	✓
24/7 Support	✓	✓	✓	✓
Other Benefits (Co-host Event)	X	X	✓	✓

PARTNER RETENTION STRATEGY

In order to ensure our partners remain and are productive during their stay with us. We will continuously provide the following

1. Product training – Technical and Sales
 - a. Create Technical and Sales training and certification paths
 - b. Intimate the partners on new release and updates as it happens
2. Provide marketing materials – Proposals, Product profiles, Company profiles etc.
3. Prepare and organize townhall meetings for partners (minimum of 3 per year)
4. Resolve and find resolutions to conflicts in a timely manner
5. Stand by our promise and grow with them.

