

Visionary Software Consulting Partnership Agreement Summary

Membership Opportunities: There are currently four Visionary Partnership opportunities available:

- (1) Visionary Registered Partner
- (2) Visionary Certified Partner
- (3) Visionary Gold Partner
- (4) OEM/VAD

Any CRM VAR can become a Visionary Registered Partner and receive revenue from sales of CRM Rules! to their customers. This chart summarizes the benefits and requirements at each level.

Visionary Partner Benefits and Requirements at a glance

<i>Visionary Partner Level</i>	<i>Benefits</i>	<i>Requirements</i>
Visionary Registered Partner	12% of Sale; 1 free demo license	See “All Visionary Partners” requirements, below.
Visionary Certified Partner	24% of Sales; 6% of Year 2; 2 free demo licenses	Visionary Registered Requirements plus either: (1) Microsoft Certified Partner, or (2) Visionary Certification on CRM Rules! >> Partner assumes First line training and support
Visionary Gold Partner	30% Yr 1 12% Yr 2 6% Yr 3 3 free demo licenses, 1 free internal license	Visionary Registered Requirements plus either: (1) Microsoft Gold Partner, or (2) Visionary Gold Certification on CRM Rules! >> Partner assumes First line training and support
OEM/VAD/ISV	See VSC	Package rules in your system; responsible for training, support, and sales of your product.

Note: For Visionary partners, once the contract agreement is signed, you will receive 1-3 free fully functional CRM Rules! licenses. (Note: all licenses must be tied to a given CRM Org.)

All Visionary Partners:

- 1) Must be Microsoft partners
- 2) Must have the CRM competency.
- 3) Must be recognized as your customer’s preferred VAR at the time of the sales claim
- 4) Must sign the Visionary Partner contract!

Partners may claim Partner Fee revenue up to 60 days after the sales date to the customer.

This document summarizes the Visionary Partnership Program. This does not supersede formal contract documents that are required to be signed by the VAR and Visionary before program benefits accrue.