

**Partner Program Document**

This Partner Program Document which is referenced in the eWorkplace Apps, LLC Partner Agreement and will be updated from time to time provides details regarding partner margin, levels, training and support requirements and other subjects related to the relationship between eWorkplace Apps, Inc. (EWPA) and Partner. Some of the items are referenced to and are conditioned in the Partner Agreement that exists between EWPA and its Partners

**MARGIN**

Margin	Referral	Level 1	Level 2	Level 3
Margin Software – Year 1	10%	20%	30%	40%
Margin Software – Trailing Years (1)	0%	15%	30%	40%
Margin Implementation Services	0%	5%	10%	15%

- (1) This based upon who Acumatica reflects as the partner of record for the end user. End users acquired by a Partner as the result of an Acumatica partner change request or having it be assigned by EWPA may be subject to a lower margin based upon any settlements, terms and conditions noted in EWPA Partner Program or other reasons deem necessary by EWPA

**MARGIN LEVELS**

Margin Level Requirements	Referral	Level 1	Level 2	Level 3
EWPA Sites Sold – trailing 12 months	0	1 to 5	6 to 11	11 +

**SUPPORT SERVICES**

Support Services	Referral	Level 1	Level 2	Level 3
Cost	EWPA Standard Rates	Standard Support (1) at no charge	Premium Support (1) at no charge	Premium Support (1) at no charge

- (1) Services provided under standard and premiums support are defined in EWPA Software Support Agreement and related attachments

**SALES / PRE-SALES SUPPORT**

Partner will be provided a reasonable level of assistance in this area at no charge based upon an assessment of sales opportunity. EWPA reserves the right to not engage with Partner on sales opportunity. EWPA will, at its discretion will request reimbursement for any travel and out of pocket expenses.

**Implementation Services**

Until such time that the partner is certified by EPWA to provide installation and training services, EWPA will be the main provider of needed services.

Services will be outlined in the Statement of Work (SOW) created by EWPA and agreed to by end user and Partner

To become certified the EPWA and partner will work together over the first 3 to 5 implementation during which time, based solely upon EWPA discretion the partner will be allowed to provide such services without the direct involvement of EWPA.

It will be to at the discretion of EWPA who (EWPA or Partner) will bill and collect for the serves provided by EWPA.

Should EWPA bill, the margin due Partner will be paid to Partner within 30 days of payment by the end user to EWPA. Should partner bill, EWPA will bill partner per it standard policy and expects payment of the amount due EWPA (invoice less margin) per terms stimulate in such invoice and further defined in the Partner Agreement.

**Leads**

Partner agrees to pro-active follow-up on any leads as provide by EWPA and provide monthly updates

EWPA encourages Partner to inform EWPA of any valid opportunities is working and provide monthly updates

**Reports**

60 days before the renewal of the Partner Agreement, Partner will provide a list of end user using EWPA Software Products.

From time to time, EWPA may request other reports as noted in the Partner Agreement