

Sage HR & Payroll, Pastel Payroll Division: Business Partner Program

Criteria and benefits, terms and conditions:

Effective 1 October 2016 or as stipulated

Applicable to: Reselling Business Partners on Pastel Partner Payroll only.

Once off Sign-up Fee R 2999.00 (incl. VAT)

Status	Bronze	Silver	Gold	Platinum	Super Platinum
P- Buck Targets					
<i>Targets for 12 months. 01 October to 30 September. Net of discount. Targets will be pro-rated based on joining date</i>					
	P0	P63,000	P148,000	P231,000	P363,000
Discount structure: Only for standard and advanced PCI's					
Software	40%	45%	45%	45%	45%
Stationery	10%	15%	15%	15%	15%
SDN's	30%	30%	30%	30%	30%
In-house ALF Discount	50%	75%	100%	100%	100%
ALF Rebates	0%	20%	25%	30%	35%
<p>Note: Advanced PCI Business Partners will receive rebates on all their linked clients. Standard PCI Forum Members will only receive rebates on non-Advantage linked clients. Reselling Business Partners may refer new sale prospects for Sage VIP Classic; Sage VIP Premier; Sage VIP People and Sage X3 products, referral rebates structure for non-selling members will apply on successful sales. P-bucks on referral business for other Sage HR & Payroll products will be allocated on a like for like bases of a Pastel Partner Payroll Package.</p>					

Discount structure: Non- PCI's					
Software	30%	30%	30%	30%	30%
Stationery	10%	10%	10%	10%	10%
In-house ALF Discount	25%	25%	25%	25%	25%

Note: Non-PCI BP's that fail to meet P1,000 will be converted to Referral Partner status.

Training/seminars/workshops					
PCI's	30%	30%	30%	30%	30%
Non-PCI's	20%	20%	20%	20%	20%

E-Books

Please note that ALL Business Partners will receive 100 P-Bucks for each e-book sold as a manual add back.

Sage Pastel Payroll & HR PCI Training	Option 1: Self Study R 2500.00 (incl. VAT) (incl. Exam) (Effective 01/10/2015) Option 2: Classroom Training R 6 000.00 (incl. VAT) (incl. Exam) (Effective 01/10/2015)
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***Pastel Certified Installer (PCI)** - is a partner that has been through training (Classroom/self-study) and has passed the PCI Exam. We advise all BP's to be certified but it's not compulsory, on completion of your application you will default to non-PCI status until you have passed the PCI Exam.

Benefits to PCI Dealers:

- Better discounts
- Sage HR & Payroll endorsed consulting services
- Rebates were applicable
- 25 Employee package for In-House use as well as a Dealer pack to use for consulting purposes.

Referral Commission Structure: Applicable to Referral Partners

	Sage Pastel Partner Payroll	Sage VIP Classic Payroll & HR	Sage Premier People & HRM	Sage VIP People & HRIS	Sage X3 People
On Sale Rebate	25% (Max R12500 per system)	25% (Max R25000 per system)	25% (Max R25000 per system)	25% (Max R25000 per system)	25% (Max R25000 per system)

Benefits

In-House ALF Discount Sage Pastel Partner Payroll software users only	20%
Training/seminars/workshops	15%
Newsletter (product and specials info)	Yes
Reseller Zone	Yes
Dedicated Account Manager	Yes
Partner Information Sessions	Yes

Notes: Referral commission is payable on successful referrals only. Paid on the software portion invoiced; maximums are applied per system purchased - Payroll, HR & ESS have individual limits. Rebates are paid into Sage Pay accounts only. Referrals must be emailed to you Liaison with the following details: Company name; contact person; contact number email address and physical address. Non-selling members will not be required to accept contracts annually.