



iTEAM Academy Partner Program

Referral Partner (6%)

Definition:

We compensate you for sending us new business.

Partner Program Registration:

- By Application

Qualifying criteria and experience

- Open to anyone
- No IT experience required

Partner Responsibility:

- Complete a Referral Partner Application Form
- Deliver pre-qualified leads by submitting a Referral Form
- Invoice iTEAM for commission

Program Benefits:

- We do all the work
- 6% + VAT Commission paid on successful referral (for a six-month period)
- Commission is calculated 7 days after receipt of funds. There are two payment runs - on the 1st and 15th of each month.
- After 2 successful leads, you will be offered access to the iTEAM Academy Portal

How are you measured:

- No targets.
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Advanced Partner (10%)

Definition:

Someone who wants to learn and grow. You do the admin and we do the rest, while you learn the ropes.

Partner Program Registration:

- By Application

Qualifying criteria and experience

- Must be able to do desktop feasibilities

Partner Responsibility:

- Complete an Advanced Partner Agreement
- Responsible for all Client administration and paperwork
- Conduct own desktop feasibilities
- Invoice iTEAM for commission

Program Benefits:

- 10% + VAT Commission paid on successful Client Completion (up to six months)
- Commission is calculated 7 days after receipt of funds. There are two payment runs - on the 1st and 15th of each month.
- Access to iTEAM Academy Portal
- Earn an extra 2% + VAT commission if you submit your own correct physical on site surveys (wireless links only)

How are you measured:

- Reviewed annually – must do 6 transactions a year minimum
 - Feasibilities must be correct
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Standard Reseller

Definition

White-labelling of our products - managing your own business and clients

Partner Program Registration:

- By application and meeting criteria

Qualifying criteria and experience

- Registered Business
- Must have IT Knowledge and experience
- Must be able to do desktop feasibilities and on site surveys
- Must be able to provide first level of support

Partner Responsibility:

- Complete a Reseller Agreement
- Conduct own desktop feasibilities and on site surveys
- Provide first level of support
- Responsible for all Client administration and paperwork (on Resellers branding)
- Invoice Clients directly – must have own accounting package

Program Benefits:

- Reseller pricing
- Own branding – white labelling of products
- Increase your product offering
- Access to iTEAM Academy Portal
- Allowed to use iTEAM logo and “powered by iTEAM”

How are you measured:

- Desktop Feasibilities and on site surveys must be correct
 - Must be able to provide first level of support
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Elite Reseller

Definition

As per the Standard Reseller, but is certified as an Elite Reseller by iTEAM.

Partner Program Registration:

- By invitation only

Qualifying criteria and experience

- As per the Standard Reseller
- Must achieve an average of R200 000 + VAT sales per month with iTEAM
- Must pass iTEAM’s certified levels
- Must have a support desk

Partner Responsibility:

- As per the Standard Reseller
- Maintain an average of R200 000 + VAT sales per month with iTEAM
- Maintain certified levels

Program Benefits:

- As per the Standard Reseller
- Preferential pricing
- iTEAM Elite Partner Certification

How are you measured:

- As per the Standard Reseller
 - Must maintain an average of R200 000 + VAT sales per month with iTEAM
 - Must maintain certified levels
 - Cannot default on monthly payments
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