

# MAPOVATE

## PARTNERSHIP PRICING & BENEFITS

REFERRAL PARTNER	CONSULTING PARTNER
10% UNCAPPED COMMISSION	25% UNCAPPED COMMISSION
10% COMMISSION ON ANY CONSULTANCY REFERRAL	25% COMMISSION ON ANY CONSULTANCY REFERRAL
LIFETIME COMMISSION SCHEME	LIFETIME COMMISSION SCHEME
NO SET-UP COSTS	1 MAPOVATE USER LICENSE
TRAINING INCLUDED	LISTING ON WEBSITE
KEEP 100% CONSULTANCY FEES	TRAINING INCLUDED
	KEEP 100% CONSULTANCY FEES
<b>REQUIREMENTS</b>	<b>REQUIREMENTS</b>
SIGN CONTRACTUAL TERMS	SIGN CONTRACTUAL TERMS
COMPLETE PRODUCT TRAINING	COMPLETE PRODUCT TRAINING
NO ANNUAL FEE	NO ANNUAL FEE

ADDITIONAL SERVICES	
ADD-ON	COST
Training and Certification	2,000
Customised Product Training	POA

\*excluding travel and expenses

# MAPOVATE

## PARTNER INCOME ILLUSTRATION – REFERRAL PARTNER

### INCOME OVERVIEW

Months from Sign-Up	1	2	3	4	5	6	7	8	9	10	11	12	Total
<b>New Licenses Sold \$</b>	99	99	398	99	99	2,397	99	99	398	2,598	99	2,397	
Starter	1	1	1	1	1	1	1	1	1	1	1	1	
Premium			1			1			1			1	
Professional						1						1	
Enterprise										1			
<b>Mapovate Related Services*</b>	1,000	1,000	2,000	1,000	1,000	3,500	1,000	1,000	2,000	4,500	1,000	3,500	<b>22,500</b>
<b>License Commission @10%</b>	10	20	60	70	79	319	329	339	379	639	648	888	<b>3,779</b>
<b>TOTAL INCOME</b>	<b>1,010</b>	<b>1,020</b>	<b>2,060</b>	<b>1,070</b>	<b>1,079</b>	<b>3,819</b>	<b>1,329</b>	<b>1,339</b>	<b>2,379</b>	<b>5,139</b>	<b>1,648</b>	<b>4,388</b>	<b>26,279</b>

### FURTHER INFORMATION

This illustration assumes that a total of 20 licenses will be sold each year, across the range of license tiers

After year one, the partner would continue to earn \$900 per month without any further sales (subject to zero drop off) from License commissions

### ASSUMPTIONS

*Every Starter or Premium Sold (1 starter per/m & 1 pro per/q)*

- 1 day Mapovate, Journey Map or KT Training
- 1 day Consultancy in survey, analysis or improvement

*Every Professional Sold (1 per 6 m)*

- 1 day Mapovate, Journey Map or KT Training
- 2 days Consultancy in survey, analysis or improvement

*Every Enterprise Sold (1 per year)*

- 2 days Mapovate, Journey Map or KT Training
- 5 days Consultancy in survey, analysis or improvement

Total additional related consultancy days generated would be 45

\*Consultancy rate taken as \$500 per day

# MAPOVATE

## PARTNER INCOME ILLUSTRATION – CONSULTING PARTNER

### INCOME OVERVIEW

Months from Sign-Up	1	2	3	4	5	6	7	8	9	10	11	12	Total
<b>New Licenses Sold \$</b>	99	99	398	99	99	2,397	99	99	398	2,598	99	2,397	
Starter	1	1	1	1	1	1	1	1	1	1	1	1	
Premium			1			1			1			1	
Professional						1						1	
Enterprise										1			
<b>Mapovate Related Services*</b>	1,000	1,000	2,000	1,000	1,000	3,500	1,000	1,000	2,000	4,500	1,000	3,500	<b>22,500</b>
<b>License Commission @25%</b>	25	50	149	174	199	798	823	847	947	1,596	1,621	2,220	<b>9,447</b>
FEE RECOVERY OF 1,000	(975)	(926)	(777)	(603)	(405)	393	1,216	2,063	3,010	4,606	6,227	8,447	
<b>TOTAL INCOME</b>	<b>1,025</b>	<b>1,050</b>	<b>2,149</b>	<b>1,174</b>	<b>1,199</b>	<b>4,298</b>	<b>1,823</b>	<b>1,847</b>	<b>2,947</b>	<b>6,096</b>	<b>2,621</b>	<b>5,720</b>	<b>31,947</b>

### FURTHER INFORMATION

This illustration assumes that a total of 20 licenses will be sold each year, across the range of license tiers

Annual Partnership fee recovery achieved in month 6, based on License commission payments to date

After month 9, the annual fee would be covered by the monthly commissions without any further sales, other than replacement

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- 1 day Mapovate, Journey Map or KT Training
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