Partnering with Jobful brings value

Business Partner Program
May 2021
Partner focused

We have an open, transparent, customer and partner-focused culture.

Training & Enablement

Our program strategy is to provide training, enablement tools and multiple benefits designed to help you accelerate the customer benefits.

Multiple Revenue Streams

Resell, implement, maintain, co-develop solutions, guide and train your customers on the Jobful Platform.
**Partner Benefits**

**Re-Sell Discount**

Partners would receive a partner resell discount between 15 - 35% depending on sales volume.

**Implementation Support**

Partners would receive implementation support, depending on the scale of business.

**Deal registration**

Additional discount for deal registration of 5-10%, on top of Re-Sell Discount.

**Partner Marketing**

Partner visibility on Jobful website and Jobful presentations.

**Webinars**

Mutually build and delivered webinars between Jobful and partner.
## Partner Discounts

<table>
<thead>
<tr>
<th>Re-Sell Discount</th>
<th>Volume of Business</th>
<th>Deal Registration Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>15%</td>
<td>$0 – $299,999</td>
<td>+5%</td>
</tr>
<tr>
<td>20%</td>
<td>$300,000 – $499,999</td>
<td>+7.5%</td>
</tr>
<tr>
<td>25%</td>
<td>$500,000 – $999,999</td>
<td>+7.5%</td>
</tr>
<tr>
<td>30%</td>
<td>$1,000,000 – 1,499,999</td>
<td>+10%</td>
</tr>
<tr>
<td>35%</td>
<td>over 1,500,000</td>
<td>+10%</td>
</tr>
</tbody>
</table>
Business Growth Expectation FY21

- 50% Partner Sales
- 30-40% Direct Sales
- 10-20% Upsell (Account based)
How to generate revenue with Jobful

1. Business Consulting
   - Support customer to redesign processes and standardize data.

2. Change Management
   - Offer onboarding program including courses for hiring managers and HR teams.

3. Configuration
   - Decide and deliver product configurations and integrations to be deployed.

4. Maintenance
   - Recurring revenue added to licensing for support and maintenance services.
Project example: 5.000 employees

Business Consulting
- Depending on business process maturity and legacy solutions: 30 - 100 days

Configuration
- Recommended: 10 days

Change Management
- Adoption program pre-designed, estimated for: 20-40 days

Maintenance
- Recommended: 10 - 20% (of licenses)
Be an **innovator**, not a late adopter.

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