

# Introducing Lightspeed experts

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We believe that commerce  
belongs to everyone.





## INTRODUCING LIGHTSPEED EXPERTS

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We are excited to introduce Lightspeed's tier-based Expert Program! Our goal is to foster long lasting relationships and highlight the unique skill-sets our partners offer.

Lightspeed's Expert Program provides our business partners with the tools they need to build a successful and profitable Software-as-a-Service business. With products for retail, eCommerce and restaurant clients, we work hand-in-hand with our partners to ensure that we provide a best-in-class offering to all of our clients globally.

Explore the program details and start benefiting!

## PROGRAM BENEFITS

	SILVER	GOLD	PLATINUM	DIAMOND
<b>Comprehensive Training</b> Become a Lightspeed Expert by obtaining free access to our Learning Management System and training specialists	✓	✓	✓	✓
<b>Assisted Selling</b> Grow a long-lasting relationship with a dedicated Lightspeed sales representative who will help you sell and price our products every step of the way	✓	✓	✓	✓
<b>Newsletter &amp; Webinars</b> Stay informed with our partner exclusive newsletters and webinars	✓	✓	✓	✓
<b>Customer Onboarding &amp; Support</b> Lightspeed offers our partners' customers a complimentary onboarding session and access to our 24/7 support team	✓	✓	✓	✓
<b>Promoted on Website</b> Receive valuable client's attention by being featured on Lightspeed's Expert directory	✓	✓	✓	✓ Priority listing
<b>Branding</b> Gain access to the well-known Lightspeed brand name and logos	✓	✓	✓	✓
<b>Lead Registration Form</b> Register prospective clients as your own	✓	✓	✓	✓
<b>Lightspeed Community Forum</b> Partners are identified as Experts in our Community forum	✓	✓	✓	✓
<b>Partner Contests</b> Experts are incentivised to reach goals set by Lightspeed		✓	✓	✓
<b>Partner Portal</b> Access our private partner portal to explore all the resources we offer			✓	✓
<b>Dedicated Sales Engineer</b> Get help demonstrating the ins-and-outs of our products with a dedicated SE			✓	✓
<b>Marketing</b> Receive consultative advice from our marketing team, and Marketing Development Funds on request			✓	✓
<b>Instant Messaging</b> Chat instantly with your dedicated Lightspeed rep by gaining access to our internal instant messaging system			✓	✓

\*Silver and Gold Partners can opt into our Communication Tool Kit (Access to Partner Portal and Instant Messaging for USD\$200).



## PARTNER COMMISSIONS

<b>Installation Partner</b>	Paired installs: 10% recurring commission	
<b>Ambassador</b> (refer leads to Lightspeed)	One time 10% commission (If month-month subscription, 10% on sales made in the first 12 months)	
EXPERTS		
	Customer Acquisition Sale	Existing Customer Sale
<b>Silver</b>	20%	20%
<b>Gold</b>	25%	20%
<b>Platinum</b>	30%	20%
<b>Diamond</b>	35%	20%

## PROGRAM REQUIREMENTS

SILVER	GOLD	PLATINUM	DIAMOND
Expert required to activate <b>6-19</b> stores/year	Expert required to activate <b>20-39</b> stores/year	Expert required to activate <b>40-74</b> stores/year	Expert required to active <b>75+</b> stores/year
OR	OR	OR	OR
\$€£ <b>2,500</b> MRR	\$€£ <b>5,000</b> MRR	\$€£ <b>7,500</b> MRR	\$€£ <b>12,500</b> MRR
& provide ongoing client support	& provide ongoing client support	& provide ongoing client support	& provide ongoing client support

\*New store: New customer, new location or new sale of a Lightspeed product

\*\*MRR: Monthly recurring revenue, income that Lightspeed can reliably anticipate every 30 days