



Reseller Partner Program



Become an AssureSign Reseller

Becoming a Reseller

As an AssureSign Reseller Partner, your company will have the ability to grow its revenue stream by simply integrating our software into your existing business services and tools. White labeling enables resellers to preserve the look and feel of their marketing and branding within applications. Resellers can afford their customers with this same benefit, allowing brand identity to remain intact throughout the entire eSigning process.

Utilize AssureSign in a multitude of ways, including:

- CRM applications
- Desktop applications
- Front and back office systems
- Web portals

Upon becoming an AssureSign reseller, you and your team will enjoy access to a Dedicated Partner Manager to assist in planning your reseller roadmap, including support with initial setup, integration testing, and identify marketing and sales readiness needs.

Benefits



Guaranteed Revenue Stream



Enhanced Client Experience



Increased Brand Exposure

Reseller Roadmap



Planning

1. Alignment of business goals
2. Review roadmap and timeline
3. Identify responsibilities

Enablement

1. Integration testing
2. Operations and Support*
(billing*, account set up, etc)
3. Sales and technical readiness*
4. Marketing programs*

Go To Market

1. Lead cultivation and development
2. Pricing*
3. Deal closing

Customer Engagement

1. Quarterly product trainings and education
2. AssureSign Marketing Materials Hub



Explanation of Terms

Support

All Resell partners receive training provided by AssureSign's client services team and designated partner manager. Training for a reseller's customer or end-user is the responsibility of the reseller, or can be provided by AssureSign at prevailing rates. AssureSign will provide all materials for training and support. Phone support for general usage and integration will be the responsibility of the partner.

Once you're up and selling, your partner manager will reach out for quarterly sales reviews and trainings to foster partner success.

Billing

Reseller partners are responsible for payment of annual establishment fee within 30 days of signed reseller agreement.

AssureSign will provide partners with monthly invoices that include individual sub-account usage along with analytics, allowing partners to invoice *their* customers accordingly.

AssureSign's compensation to partners for fees and revenue generated by their customers is contingent on customer use and payment for billed services as agreed upon.

** Minimum \$5,000 in resell clients (end-user) revenues within the initial 12-month term to remain a partner for subsequent terms with no annual fee.*

Sales Activities

Resell partners should identify an "AssureSign Champion" within their organization to be responsible for sales activities, including product overview, demonstrations and integrations for resell opportunities. AssureSign will provide direct assistance with the configuration of integrations needed by the customers of reseller partners.

Marketing Programs

Partners can access the Marketing Materials Hub to leverage existing collateral and work with AssureSign to co-develop new and relevant materials to assist partner marketing programs. Resell partners responsible for delivery of marketing activities. AssureSign must review and approve all materials referring to our products, services, or company in any way.

Pricing

AssureSign resell partners receive a 30% discounted wholesale rate on both, per seat and per envelope pricing models. Partners can then choose the retail price they extend to their customers. A partner's profit is defined by the difference between wholesale and retail pricing.

AssureSign Partnerships



partnerships@assuresign.com



407.215.0248

WE LOOK FORWARD TO WORKING WITH YOU!