






| INFINITY ECM - Partner Program Requirements, Benefits and Levels   |   |  |  |  |  |  |
|--|---|---|---|---|---|---|
| Infinity ECM Editions - Standard/Professional/Enterprise/Corporate |   |   |   |   |   |   |
| No   | <b>Infinity ECM - List of Partner Benefits</b>                          | <b>AFFILIATE PARTNER</b>  | <b>BRONZE PARTNER</b>   | <b>SILVER PARTNER</b>   | <b>GOLD PARTNER</b>   | <b>PLATINUM PARTNER</b>   |
| 1  | Discount on Infinity ECM On-Premise System and Client Licenses          | 10%   | 15%   | 20%   | 25%   | 30%   |
| 2  | Revenue from implementation, consulting, support, maintenance           | +   | +   | +   | +   | +   |
| 3  | Discount on Infinity ECM Annual On-Premise License SW Upgrades          | 10%   | 15%   | 20%   | 25%   | 30%   |
| 4  | Technical assistance to partners in English (Email, Phone, Remote)      | +   | +   | +   | +   | +   |
| 5  | Partner discounts for our services (implementation, development)        | 5%  | 10%   | 15%   | 20%   | 25%   |
| 6  | Web-based sales & support training (webinars and presentations)         | +   | +   | +   | +   | +   |
| 7  | Revenue if a partner sells the service through our Infinity ECM Cloud   | 5%  | 10%   | 15%   | 20%   | 25%   |
| 8  | Free Infinity ECM Sales, Technical, API and Marketing materials         | +   | +   | +   | +   | +   |
| 9  | Revenue if partner provide support for our Infinity ECM Cloud users     | 5%  | 5%  | 10%   | 10%   | 15%   |
| 10   | Access to the Infinity ECM platform official Certification Program      | +   | +   | +   | +   | +   |
| 11   | Priority partner support (Helpdesk or Personal Account Manager)         | E-mail  | Helpdesk  | Helpdesk  | PA Manager  | PA Manager  |
| 12   | Infinity ECM Website listing (including actual partner level status)    | +   | +   | +   | +   | +   |
| 13   | Number of free partner user license for Infinity ECM (after first sale) | -   | 2 - Starter   | 4 - Professional  | 8 - Business  | 16 - Enterprise   |
| 14   | Possibility to host Infinity ECM on Partner servers for Cloud resale    | -   | -   | -   | +   | +   |
| 15   | Discount on Infinity ECM license Purchase / Rent for internal needs     | 10%   | 15%   | 20%   | 25%   | 30%   |
| 16   | Access to leads generated by official Infinity ECM website              | -   | -   | -   | +   | +   |
| 17   | Resell Infinity ECM licenses to other partners as a distributor         | -   | -   | -   | -   | +   |
| No   | <b>Infinity ECM - List of Partner Requirements</b>                      | <b>AFFILIATE</b>  | <b>BRONZE</b>   | <b>SILVER</b>   | <b>GOLD</b>   | <b>PLATINUM</b>   |
| 1  | Level of product knowledge (familiarization with the product)           | Basic   | Sufficient  | Advanced  | Advanced  | Perfect   |
| 2  | Ability to offer pre-sales advice and information's to customers        | -   | +   | +   | +   | +   |
| 3  | Minimum sales for partner level (after Partner discount) in 6 months    | € 0   | € 10.000  | € 40.000  | € 80.000  | € 160.000   |
| 4  | Official signed up for the Infinity ECM Partner Program                 | -   | +   | +   | +   | +   |
| 5  | Minimum number of sales required to enter in this level                 | -   | 1   | 3   | 5   | 10  |
| 6  | Infinity ECM actual partner level logo on your website (Homepage)       | -   | -   | +   | +   | +   |
| 7  | Minimum number of trained people in the support center                  | -   | -   | 1   | 2   | 3   |
| 8  | Infinity ECM info page and backlink to Infinity ECM official web        | -   | +   | +   | +   | +   |
| 9  | Number of Infinity ECM sales & consulting certified persons             | -   | -   | 1   | 2   | 3   |
| 10   | Minimum one sale in 6 months to keep the current partner level          | -   | +   | +   | +   | +   |
| 11   | Number of Infinity ECM basic certified technical persons                | -   | -   | 1   | 2   | 3   |
| 14   | Social Media Infinity ECM Shoutout (Facebook, Twitter, LinkedIn)        | -   | -   | -   | +   | +   |
| 12   | Ability to install and configure the latest version of Infinity ECM     | -   | -   | -   | +   | +   |
| 13   | Number of Infinity ECM advanced certified technical persons             | -   | -   | -   | 1   | 2   |
| 15   | Obligation to invest in continuous Infinity ECM marketing activities    | -   | -   | -   | +   | +   |
| 16   | Focus on Infinity ECM Products (don't offer other similar products)     | -   | -   | -   | -   | +   |

IN Infinity ECM - Official Partner program valid from: 01. March 2019. January 2019