

PARTNER UP

Collaboration is *Key*



With the strength of teamwork —our technology combined with your expertise can be a match made in heaven, we can join forces and create a truly powerful duo. Let's collaborate.

Developer Partnership

Industries we partner with:

- › Software Development Companies
- › Software Integration Companies

How does it work?

- › Developer Partnerships are strategic relationships with software development and software integration companies where we pass them project-to-project to build out integration for our clients and soon-to-be OEM and Channel Integration Partners—so we don't have to.
- › Developer Partners will design and optimize partnership and client experiences for soon-to-be White Rabbit Intel (WRI)-integrated partners or clients.
- › All Developer Partners must get re-certified annually upon the renewal of the contract.

The perks of becoming a Developer Partner.

- › A certified Developer Partner becomes a strategic contractor of WRI and keeps all of the revenue from the project they are contracted to develop labor-wise.
- › All contracted work is handed off on a convenient project-to-project basis with no limitations.
- › All of a Developer Partner's labor is priced at **the rate that they choose**. WRI does not control any pricing or rate of projects contracted. All we ask is to give a fair or perhaps discounted rate to our clients and partners for being an in-network solution and partner.
- › The opportunity to build integrations for WRI to be utilized by hundreds if not hundreds of thousands of users worldwide.
- › Opportunity to joint-market with WRI and both WRI and partners may use each others' logos with permission, respectfully.

The Certification Process.

All Developer Partners are required to undergo a certification process by integrating our technology with an existing CRM, CDP, ERP, or Data Lake as proof of the ability to integrate and understand our technology.

- To become certified, WRI must approve the applicant's code and functionality of the integration engineered.
 - If a Developer Partner succeeds, they will receive an authentic badge of certification and a drawn up and signed certificate to be an integrator for WRI.
 - The successful integration cert earned the Developer Partner, in many cases, may be used as significant leverage for future revenue as you will come to understand in the “residual income opportunities” below.

Residual income opportunities.

- Developer Partners receive a 10% (ten percent) net revenue share for an integration(s) built for CRM software providers that do not have a pre-existing relationship with WRI.
 - If this is the case during the certification process, WRI can use the integration built-out for this purpose.
- If a successful integration has been produced for a client or partner—after its completion, WRI pays a 2% (two percent) net revenue share to the Developer Partner for up to one year. (Does not include non-existing CRM partner relationships, as stated above).

Pricing

All Developer Partners must have at least one paid Pro Plan Account on the WRI platform, which follows the [standard pricing model](#) (\$50.00/user/month with a minimum of one active user).

Why is this necessary?

- To ensure the Developer Partner understands how to use, the features of, and the purpose of WRI's technology.
- So the Developer Partner can be up-to-date with all of the new features, updates, add-ons, integration, bug fixes, and new releases of the WRI platform.