

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.

Reseller /Referral Partnership

Industries we partner with:

- > Software Resellers
- > CRM Providers
- > Independent Software Vendors
- > Anyone interested in selling WRI Products!

How does it work?

- > Share White Rabbit Intel's (WRI's) advanced AI technology with your network or clients and split the profits!
- > Learn insight and gain expertise on White Rabbit Intel's technology with the training, resources, and support you need to succeed.
- > The WRI Reseller/Referral Partner program helps us lead the change and transformation of the sales enablement and industry-specific markets.
- > Partners receive product and software training, sales materials, and sales training so you can grow your business by delivering world-class AI solutions.
- > Reseller and Referral Partners are given a referral URL code (if available) as an identifier of proof of sale that will result in automated commission payouts.

Close more deals—with your expertise in AI.

Learn:

- > We'll provide you with a wealth of tools and resources to understand artificial intelligence, our platform, and the industry, so you and your team are equipped for success.

Sell:

- > You and your sales team will have access to a library of materials designed to help diagnose customer pain points, training on how to sell WRI values, and guidance on the best strategic customer conversations.

The perks of becoming a Reseller/Referral Partner.

- Reseller and Referral Partners are standard reseller and referral contracts, with a 10% net revenue share model for successful sales conversions.
 - Net revenue share is paid-out for up to one year or for the account's lifespan —whichever comes first.
 - Net revenue share for the total cost for subscription and in-app user spend.
- Increase your clout/reputation, be seen, and increase business relationships while introducing people to the latest bleeding-edge technology.
- Access to WRI sales materials, marketing materials, and sales training.
- The Reseller/Referral Partner receives a net revenue share when a new user(s) make payment(s) to WRI.
 - We provide a unique URL link to identify the referrer or reseller.
- Opportunity to joint-market with WRI and both WRI and partners may use each others' logo(s) with permission, respectfully.

The only exception.

WRI will award Reseller and Referral Partners a 5% (five percent) net revenue share for deals that result in partnerships due to WRI's need for involvement. No exceptions.

Reseller Partners:

- May receive bonuses and milestone rewards for hitting sales targets, breaking records, and achieving milestones.
- Will receive access to a reseller platform (if available) to resell without the need of a WRI representative.
- Are paid a reduced net revenue share of 5% (five percent) for referrals or sales requiring WRI's direct intervention.
- Gain access to sales materials, marketing materials, and training materials to help sell WRI more effectively.

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Reseller/Referral Partnership



- › Must perform the satisfactory ability and proof of product knowledge of White Rabbit Intel's to certify as a "Certified Reseller" of White Rabbit Intel products.
- › Receive an authentic reseller certification badge and a signed certificate as proof of a valid reseller relationship.

Referral Partners:

- › Do not receive any repayment(s) for partnership conversions.
- › Do not have the right to claim to be a certified White Rabbit Intel Reseller.
- › Cannot publicly claim themselves as a "partner" of White Rabbit Intel.

Pricing

Resellers and Referral Partners who are customers or partners outside of the exception of OEM or Channel Partners follow the standard pricing model when subscribed to WRI products.