

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.

Solutions Partnership (Strategic Client User Umbrella Accounts)

Industries we partner with:

- > Consultants
- > Marketing Firms
- > Market Research Firms
- > Lead Gen Companies
- > Sales Outsourcing Companies
- > Business Coaches
- > Business Process Improvement Companies
- > Sales Training Companies
- > Analytics Companies
- > Advertising Firms

How does it work?

- > Solutions Partners are service providers whose services strategically align with White Rabbit Intel's (WRI's) technology and mutually benefit one another. There must be a clear opportunity to generate tremendous ROI for both parties.
- > Solutions Partners have "umbrella accounts" (a parent account) and have sub-accounts (partner's clients).
- > Solutions Partners have an account and may add your clients as sub-users to your account.
- > WRI customers will have access to an "Solution Services" tab that will have all of the logos, descriptions, and list of available Solutions Partner services.
- > Solutions Partnerships can "spiderweb" out into extensive multi-level accounts to create a massive ecosystem of valuable products and services.

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Pricing Options

A Solutions Partners may push all expenses onto their clients to be billed directly by WRI.

- › The partner will receive a 10% (ten percent) net revenue share for all conversions (i.e., a referral-style relationship).
- › The sub-account owner will have control over their accounts and grant or remove permission for the partner to have access to their account at any given time.
- › Sub-accounts aren't directly tied to the In-Network Partner under any circumstances.
- › Sub-account users follow WRI's standard pricing model.

B Solutions Partners may absorb WRI data-processing costs for their clients by incorporating it into their service offerings.

- › The Partner will receive a 20% (twenty percent) discount across all data processing costs across all accounts regarding WRI's standard pricing model X 0.80.
- › Sub-account user subscriptions are discounted 50% (fifty percent) → a standard flat rate of \$25/user/month (USD).

Why become a Solutions Partner?

Solutions Partners get to expand their offerings and incorporate advanced AI into their tool-set to work better, faster, and more effectively while offering new, unique insight into their clients' businesses.

The perks: If you're a consulting, training, or coaching firm.

- › Have the ability to understand the businesses you work with or are auditing much faster with better accuracy.
- › Understand where pillars of revenue are in minutes, not days.
- › Know your clients' actual ideal targets for the products and services they offer.
- › Opportunity to joint-market with WRI and both WRI and partners may use each others' logo(s) with permission, respectfully.

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The perks: If you're a marketing, market research, or advertising firm.

- › Process client data with AI and gather insight into their business.
- › Understand the actual target demographic, both business-wide and product/service specific in minutes, instead of months.
- › Draw market-specific conclusions faster (successes and failures).
- › Adjust your marketing effort and strategy before launching campaigns.
- › Opportunity to joint-market with WRI and both WRI and partners may use each others' logo(s) with permission, respectfully.

The perks: If you're a lead generation company.

- › Understand the real ideal customer personas of the product(s) or service(s) you sell for your clients within minutes.
- › Remove the “assumptive sales” process from your strategy and replace it with mathematical calculation.
- › Increase engagement success (meaningful conversations) and decrease the cost of new customer acquisition.
- › Provide leads that result in more meetings and close more deals for your clients.
- › Opportunity to joint-market with WRI and both WRI and partners may use each others' logos with permission, respectfully.

The perks: If you're a sales outsourcing company.

- › Understand the true ideal customer personas of the product(s) or service(s) you sell for your clients within minutes.
- › Remove the “assumptive sales” process from your strategy and replace it with mathematical calculation.
- › Cut out the “fat” to sell faster with greater accuracy, less time wasted, and less noise—at a much higher level of efficiency and effectiveness at an average of a 28% (twenty-eight percent) increase in only one month.

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- › Increase engagement success (meaningful conversations) and decrease the cost of new customer acquisition.
- › Create more meetings and close more deals for your clients.
- › Opportunity to joint-market with WRI and both WRI and partners may use each others' logo(s) with permission, respectfully.

The perks: If you're an analytics company.

- › Add another level to the insight to provide to clients and partners in your ecosystem.
- › Add a layer of predictive analytics and forecasting to your analyses.
- › Additional available features and benefits to your client and partner bases.
- › Opportunity to joint-market with WRI and both WRI and partners may use each others' logo(s) with permission, respectfully.