

Partner Requiriments / Benefits	Silver Referral Partner
<p><b>IPP - Ideal Partner Profile (does not apply to Referral Partners)</b></p> <ul style="list-style-type: none"> <li>- Product Affinity. Business Applications functional and technical experience. Customer Experience Process Optimization capabilities. Conversational AI experience.</li> <li>- Financially Solid.</li> <li>- Established Commercial Team.</li> <li>- Presales Team and capabilities.</li> <li>- Technical / Integration expertise and capabilities.</li> </ul>	<p>Companies associated with big corporations, Agencies, Current Customers, CX Professionals, Business Advisors and Influencers who want to be compensated with a 1 year commission for bringing new customers to Aivo.</p>
<p><b>Revenue Threshold &amp; Level Requirements</b></p>	<p>Not Applicable</p>
<p><b>Discount</b></p>	<p>10% Commission 1st year</p>
<p><b>Training Requirements</b></p>	
<p>- Sales Training</p>	<p>Not Applicable</p>
<p>- Presales Training</p>	<p>Not Applicable</p>
<p>- Technical Training</p>	<p>Not Applicable</p>
<p><b>Joint Business Plan</b></p>	<p>Not Applicable</p>
<p><b>End Customer Invoicing</b></p>	<p>Not Applicable</p>
<p><b>Demo Environment Access</b></p>	<p>Not Applicable</p>
<p><b>Marketing Engagements</b></p>	<p>Not Applicable</p>

Partner Requiriments / Benefits	Silver Referral Partner	Silver Partner	Gold Partner	Titanium Partner
<p><b>IPP - Ideal Partner Profile (does not apply to Referral Partners)</b></p> <ul style="list-style-type: none"> <li>- Product Affinity. Business Applications functional and technical experience. Customer Experience Process Optimization capabilities. Conversational AI experience.</li> <li>- Financially Solid.</li> <li>- Established Commercial Team.</li> <li>- Presales Team and capabilities.</li> <li>- Technical / Integration expertise and capabilities.</li> </ul>	Companies associated with big corporations, Agencies, Current Customers, CX Professionals, Business Advisors and Influencers who want to be compensated with a 1 year commission for bringing new customers to Aivo.	Companies that want to be Aivo representatives. This is, to design and offer extraordinary omnichannel solutions to improve customer service and user experience.	Management Consulting Firms and Regional Tech Companies focused on transforming Customer Experiences and Customer Service through process and technological innovation.	Companies with global reach, capable of managing large accounts and committed to helping customers automate CX by leveraging AI while increasing Customer Satisfaction in multiple functional areas, customer geographies and regions.
<b>Revenue Threshold &amp; Level Requirements</b>	Not Applicable	Not Applicable	Gold Level and Target Discount achieved upon reaching <b>15k MRR</b> and completing <b>Level Training</b> and <b>Business Plan</b> . Renewal Requirements: 15k NEW MRR within 12 months following level achievement / renewal, measured at end of the period.	Titanium Level and Target Discount achieved upon reaching <b>30k MRR</b> and completing <b>Level Training</b> and <b>Business Plan</b> . Renewal Requirements: 15k NEW MRR within 12 months following level achievement/renewal, <b>as well as a 30k base</b> , both measured at end of the period.
<b>Discount</b>	10% Commission 1st year	20%	Base 25%. Target 40%. ■ ●	Base 25%. Target 50%. ■ ●
<b>Training Requirements</b>		Number of required resources per function with approved tests.	Number of required resources per function with approved tests.	Number of required resources per function with approved tests.
- Sales Training	Not Applicable	1	2	3
- Presales Training	Not Applicable	1	2	3
- Technical Training	Not Applicable	1	2	2
<b>Joint Business Plan</b>	Not Applicable	Not Applicable	<b>Yes</b>	<b>Yes</b>
<b>End Customer Invoicing</b>	Not Applicable	<b>Yes</b> (Due Diligence / Approval required)	<b>Yes</b> (Due Diligence / Approval required)	<b>Yes</b> (Due Diligence / Approval required)
<b>Demo Environment Access</b>	Not Applicable	<b>Yes</b> (Approval Required)	<b>Yes</b> (Training and Business Plan completed)	<b>Yes</b> (Training and Business Plan completed)
<b>Marketing Engangements</b>	Not Applicable	Not Applicable	<b>Yes</b>	<b>Yes</b>

■ Target Discount remains in place for new sales at accounts Partner sold to at Target Discount in the event Level Renewal Requirements are not met and Partner returns to Base Discount.

● Target Discount applies to all new sales upon completion of Level Requirements except for new sales at accounts Partner sold to at Base Discount.