



## Magentrix Partner Program Policies for 2017

Version Date September 1, 2017

**These Program Policies are current as of the Version Date set forth above and shall remain in effect until they are superseded by a more current version with a later Version Date. Magentrix may update or modify these Program Policies in its sole discretion, with or without notice to Partners.**

**These Program Policies are subject to and made part of the Magentrix Partner Program Agreement (MPPA) which each partner must accept in order to participate in the Partner Program.**

**Capitalized terms not defined in these Program Policies have the meaning given to them in the MPPA**

Magentrix works with Solution Integrators (SIs) who provide services. SIs may apply to participate in the Partner Program described in these Partner Program Policies that support different go-to-market strategies.

### Registration & Qualifications

To enroll in the Magentrix Partner Program, a Partner must complete the Partner Application Form <<https://www.magentrix.com/asp/becomepartner>>. After Magentrix confirms and approves the Partner's participation in the Program, the Partner becomes eligible to receive the Partner Program Benefits based on the applicable Partner Level. If at any time a Partner fails to meet the Partner Qualifications (see below) for the Partner Program or its assigned Partner Level, Magentrix may, in its sole discretion, re-assign the Partner to a different Partner Level, or terminate the Partner's participation in the Partner Program altogether.

Magentrix reserves the right to accept or deny any application to the Partner Program, deny any request for access to the Magentrix Program Portal, or end participation of any Partner in the Magentrix Partner Program.

Magentrix requires Partners to meet certain criteria to participate in the Partner Program. These include the following requirements:

- Existence as an incorporated entity for a minimum of one (1) year.
- Partner in good standing in the Salesforce Partner Program
- Completion of the Partner Program Application Form
- Approval of the Partner's Application Form
- Participation in one of the Partner Program Levels described in these Program Policies



### Partner Program Levels

The Participation Qualifications for the Partner Program Levels are set forth in the table below. Each year, on or before the renewal date, Magentrix determines the Partner Program Level based on the applicable Qualifications from the prior Fiscal Year. Magentrix will notify the Partner of changes to Partner's Partner Program Level. The benefits associated with the newly assigned Partner Program Level will apply to Partner immediately after Partner is notified.

Partner Level	Net Annual Revenue	Referral Fee	Certifications*
Bronze	N/A	10%	1 Sales certification
Silver	>\$50,000	20%	1 Sales certification 1 Technical certification
Gold	>\$100,000	25%	2 Sales certifications 2 Technical certifications
Platinum	>\$250,000	30%	3 Sales certifications 3 Technical certifications

All Partners must start at the Bronze Level.

**Net Annual Revenue** is based on the Partner's lead registrations resulting in Qualified Purchases in the prior Fiscal Year (August 1– July 31). **Qualified Purchases** are the subscription fees owed by the referred Magentrix Subscriber by reason of such purchase (net of any discounts, taxes payable and subsequent refunds not due to incorrect invoicing or a contract breach by Magentrix) over the 12 month period beginning on the subscription start date of the purchase. Qualified Purchase does not include fees for renewals, support, implementation, customization, training, consulting or other professional services, or fees for third-party products or services and does not include Subscribers in the Non-profit or Public sectors.

**Certifications** means 1 person holding 2 certificates or 2 people, each holding 1 certificate.

Partners must be in good financial standing, in Magentrix's sole determination, to participate in any Program Level for which it qualifies.

Partners must continuously comply with the requirements of the Partner Program and the Partner Program Level for the duration of the Fiscal Year. Magentrix reserves the right to review Partner's compliance at any time.

Only Partners in good standing will have access to the Partner Portal.



### Partner Program Benefits

Partner Community Portal	Secure Partner Portal provides resources, knowledge base, community forums and online help requests
Training and Certification	Online tutorials, documentation and eLearning courses for Sales, Administrators and Developers
Technical Support	Email and online help requests, knowledge base, Developer Guide, community forums
Sales Support	Access to marketing collateral, campaign materials and Magentrix specialists for joint customer calls and demonstrations.
Referral Incentive	Partner Agreement provides referral incentive for qualified leads that result in closed deals for Magentrix Subscriptions

### Contact Info

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