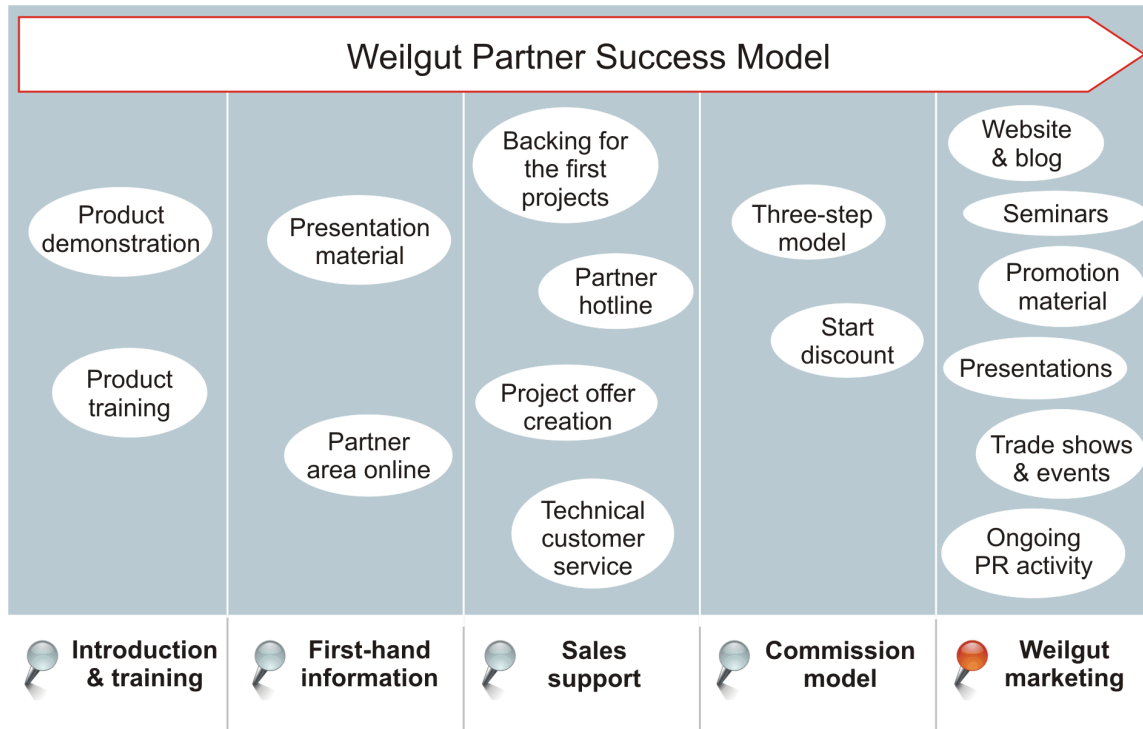


## Partner Success Model

Increase your sales now with the innovative and proven solutions of Haus Weilgut for CRM, member, project, and resource management as well as Mind Map. Their fully coordinated applications based on Lotus Notes deliver convincing advantages as opposed to competitive products. Thus you will quickly acquire new customers or promote additional business in your existing areas.



### ■ Training & Sales Promotion

Haus Weilgut will support you optimally in the sale of the Weilgut software range. You will receive comprehensive sales information, presentation and information material for customers and targeted training for your sales team. A broad Weilgut marketing and PR program ensures a lasting sales increase. With a certain yearly minimum turnover we will publish your contact information on the Weilgut website.

### ■ Project Backing

We design partnerships according to the win-win principle. We will provide you with a project manager for the successful transaction of the first projects and create favorable conditions so that you will profit right from the start.

### ■ Discounts

The written authorization by Haus Weilgut includes the ongoing, active marketing or sale of Weilgut solutions, supported by regular, target-oriented marketing measures of the partners, e.g. the publishing and linking to the websites of the Weilgut solutions. Read about further details on the respective partner status on the back.

### ■ Software

You will receive free demonstration software and presentation material for customer sales, as well as reduction of 70 % for licenses and 60 % for the yearly software maintenance (Update+) for your own use of Weilgut software in your company. ➔



# Partner Success Model

## ■ Partnerstatus: The Three-step Model

The start into a Weilgut partnership is really simple – with the comprehensive portfolio for successful sales and the partner status that is ideal for you. Choose from three possibilities:

	<b>Agent</b>		<b>Sales partner</b>		<b>Solution partner</b>	
<b>Tasks</b>	<ul style="list-style-type: none"> <li>■ Qualified contact assessment</li> <li>■ Participation in the initial presentation</li> </ul>		<ul style="list-style-type: none"> <li>■ Qualified contact assessment</li> <li>■ Participation in the initial presentation</li> <li>■ Qualified product presentation</li> <li>■ Ongoing customers and contact maintenance</li> </ul>		<ul style="list-style-type: none"> <li>■ Responsibility for the entire customer process</li> </ul>	
<b>Haus Weilgut services</b>	<ul style="list-style-type: none"> <li>■ Initial presentation</li> <li>■ Price information</li> <li>■ Standard offers</li> <li>■ Project offers</li> <li>■ Project implementation</li> <li>■ Technical customer service</li> </ul>		<ul style="list-style-type: none"> <li>■ Project offers</li> <li>■ Project implementation</li> <li>■ Technical partner service</li> </ul>		<ul style="list-style-type: none"> <li>■ Technical partner service</li> </ul>	
<b>Sales skills premises</b>	<ul style="list-style-type: none"> <li>■ Participation in the initial presentation</li> </ul>		<ul style="list-style-type: none"> <li>■ Company training and authorization of the sales representative by Haus Weilgut</li> <li>■ Minimum turnover 10,000 EUR/year with Weilgut licenses and services</li> <li>■ Attendance of at least one sales training/year</li> </ul>		<ul style="list-style-type: none"> <li>■ Company training and authorization of the sales representative by Haus Weilgut</li> <li>■ Minimum turnover 25,000 EUR/year with Weilgut licenses and services</li> <li>■ Attendance of at least one sales training/year</li> </ul>	
<b>Requirements for project execution by the partner</b>	<ul style="list-style-type: none"> <li>■ none</li> </ul>		<ul style="list-style-type: none"> <li>■ none</li> </ul>		<ul style="list-style-type: none"> <li>■ In-depth Lotus Notes development knowledge</li> <li>■ Technical education and authorization of the project staff by Haus Weilgut</li> <li>■ Project backing by Haus Weilgut for the first three projects</li> <li>■ Attendance of at least one technical Weilgut product training per year</li> </ul>	
<b>Discounts</b>	Licenses*	20 %	Licenses* as of € 50 th/y	40 %	Licenses* as of € 50 th/y	45 %
	Updates*	10 %	Updates* as of € 50 th/y	30 %	Updates* as of € 50 th/y	35 %
			Licenses* up to € 50 th/y	35 %	Licenses* up to € 50 th/y	40 %
			Updates* up to € 50 th/y	25 %	Updates* up to € 50 th/y	30 %
			Licenses* up to € 25 th/y	30 %	Licenses* up to € 25 th/y	35 %
			Updates* up to € 25 th/y	20 %	Updates* up to € 25 th/y	25 %
	Weilgut standard services	10 %	Weilgut standard services	15 %	Weilgut standard services	20 %
	Arrangement of open seminars	20 %	Arrangement of open seminars	25 %	Arrangement of company seminars	30 %
	Arrangement of company seminars	10 %	Arrangement of company seminars	15 %	Arrangement of company seminars	20 %

\* refers to the Weilgut CRM Suite and MindPlan