



## Sage ERP X3 Referral Program

### DO YOU HAVE A CANDIDATE THAT IS A GOOD FIT FOR SAGE ERP X3?

NexTec Group is a leading national partner for Sage ERP X3, serving the entire US. From time to time, you may run across a good prospect/candidate for Sage ERP X3 or may have an existing client looking to migrate to Sage ERP X3.

We are offering a competitive partnering and referral program designed to expand your organization's customer service offering, boost your bottom-line and is a win-win for all parties involved. If you have a candidate that is a good fit, or an existing client that is interested in Sage ERP X3, make sure to take advantage and sign up for our referral program. NexTec Group offers two referral program levels:

#### BASIC LEAD REFERRAL:

- You run across an unqualified lead that you believe will be a good fit for Sage ERP X3.
- You don't have a prior relationship with the prospect and do not want to be substantially involved in the sales process.
- You refer this lead to NexTec Group, and it closes within 12 months, you will receive 20% of the net margin on the first year software licensing and 5% of the first year consulting services.
- NexTec Group will be the Reseller of Record (ROR).

#### INTEGRATED LEAD REFERRAL:

- You run across a qualified lead that you believe will be a good fit for Sage ERP X3.
  - You have a prior relationship with the prospect and will be substantially involved in the sales process.
  - You refer this lead to NexTec Group, and it closes within 12 months, you will receive 50% of the net margin on the first year software licensing and 10% of the first year consulting services.
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Partnering and Referral Program boosts your bottom line and results in win-win for all.





### About NexTec Group

NexTec Group is a leading business solutions provider, delivering comprehensive ERP, CRM and sales automation solutions targeted to the unique needs of our clients. With more than 18 years of experience, we work to address the industry challenges faced by distributors, manufacturers, professional service agencies, government organizations, healthcare facilities, not-for-profits, financial service firms and oilfield services distributors/manufacturers.

- You will also receive 30% of the net margin on any second year software licensing and 5% of the consulting services for the second year.
- NexTec Group becomes the ROR or you may choose to become the ROR after 12 months if you are both certified, and the customer chooses for this to happen.

### OTHER DETAILS

- For each Integrated Lead Referral that requires a Product Demo, there will be a \$3,000 flat fee charged to the referral partner for the X3 demo. This demo fee will be refunded to the referral partner if the deal is eventually won.
- No referral commission is due on any Publisher Annual Maintenance plans sold in the original deal or future years as margins on Annual Maintenance is too low to reasonably afford referral commissions.
- RFP deals will need to be negotiated on a deal by deal basis.
- You must materially participate in the sales process to qualify for the integrated lead status (i.e. introduce us to the prospect, participate in requirements meetings, participate in demos, participate/assist in closing process).



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