

ECOUNT Partnership Types - At a Glance

	Type A	Type B
Customer Training & Support	Provided by Partner	Provided by ECOUNT
Minimum Guarantee	20 subscriptions/half-year	6 subscriptions/half-year
Initial Account	Initial 3-month subscription required for training purposes*	Initial 3-month subscription required for training purposes*
Commissions	- For active 1st year subscribers: 50% of Subscription Revenue - For active 2nd year subscribers: 30% of Subscription Revenue - For active 3rd + year subscribers: 20% of Subscription Revenue	Up to the first 3 subscription years: 20% of Subscription Revenue
Payment Period	- Once the total commissions <u>exceed</u> UZS 12 000 000, the commissions will be paid on a <u>monthly</u> basis. - If the total commissions are <u>less than</u> UZS 12 000 000, the commissions will be paid on a <u>yearly</u> basis.	- If the total commissions exceed UZS 2 500 000, the commissions will be paid on a <u>monthly</u> basis. - If the total commissions are <u>less than</u> UZS 2 500 000, the commissions will be paid on a <u>yearly</u> basis.
Payment Method	Bank Transfer	Bank Transfer

* The initial 3-month subscription can be either the partner's own subscription or a paid subscription account of a new customer.

ECOUNT Partnership Types – Type A

Partner's Role

- Conduct sales activities for potential subscribers; provide training and customer support to referred subscribers.
- Conduct local marketing efforts including, but not limited to, PPC advertisement, TV/Radio/Online advertisement, networking, etc.

ECOUNT's Role

- Operate, upgrade, and maintain the ERP system.
- Provide marketing guidelines and limited content.
- Grant use of ECOUNT logo and name for marketing purposes only.

Terms and Minimum Guarantee

- The partner agrees to a minimum guarantee of **twenty (20)** subscriptions per half-year.
 - If the partner fails to meet the subscription target per half-year, ECOUNT can terminate the contract and the partner will lose the right to future revenue for referred subscribers.
 - The minimum guarantee can be revised after the conclusion of the first year.
- ECOUNT will retain commissions for first 20 subscribers as a deposit.
 - If the partner fails to recruit 20 subscriptions within the first half-year, the partnership will be terminated and no commissions will be paid.
 - If the partner acquires 20 subscriptions, ECOUNT will release the deposit as a payment for the earned commissions.

Commissions (per subscription)

- Active 1st year subscriptions: 50% of Subscription Revenue
- Active 2nd year subscriptions: 30% of Subscription Revenue
- Active 3rd year subscriptions and beyond: 20% of Subscription Revenue

Subscription Terms

- The subscribers will sign up for an annual subscription at UZS 6 600 000 per year. Monthly subscriptions are only allowed with ECOUNT's consent.
- The subscriber will pay ECOUNT directly through bank transfer.

Settlement Terms

- If the total commissions exceed UZS 12 000 000, commissions will be paid on a monthly basis.
- If the total commissions are less than UZS 12 000 000, the commissions will be paid on a yearly basis.

ECOUNT Partnership Types – Type B

Partner's Role

- Conduct sales activities for potential subscribers.
- Conduct local marketing efforts including, but not limited to, PPC advertisement, TV/Radio/Online advertisement, networking, etc.

ECOUNT's Role

- Provide training and customer support.
- Operate, upgrade, and maintain the ERP system.
- Provide marketing guidelines and limited content.
- Grant use of ECOUNT logo and name for marketing purposes only.

Terms and Minimum Guarantee

- The partner agrees to a minimum guarantee of **six (6)** subscribers per half-year.
 - If the partner fails to meet the subscription target per half-year, ECOUNT can terminate the contract and the partner will lose the right to future revenue for referred subscribers.
 - The minimum guarantee can be revised after the conclusion of the first year.
- ECOUNT will retain commissions for the first 6 subscribers as a deposit.
 - If the partner fails to recruit 6 subscribers within the first half-year, the partnership will be terminated and no commissions will be paid.
 - If the partner acquires 6 subscribers, ECOUNT will release the deposit as a payment for the earned commissions.

Commissions (per subscriber)

- Subscriptions up to 3 years: 20% of Subscription Revenue

Subscription Terms

- The subscribers will sign up for an annual subscription at UZS 6 600 000 per year. Monthly subscriptions are only allowed with ECOUNT's consent.
- The subscriber will pay ECOUNT directly through bank transfer.

Settlement Terms

- If the total commissions exceed UZS 2 500 000 per half-year, the commissions will be paid on a monthly basis.
- If the total commissions are less than UZS 2 500 000 per half-year, the commissions will be paid on a yearly basis.

ECOUNT Partnership Application Form

Contact Information

Name: _____ Email: _____

Phone Number: _____ Skype ID: _____

Mobile Number: _____

Address: _____

Which partnership type you wish to apply?

☐ Type A☐ Type B

Are you applying as an individual or company?

☐ Individual☐ Company

Are you a consultant?

☐ Yes☐ No

Are you an ECOUNT subscriber?

☐ Yes, company code _____ ☐ No

Company Information

Company Name: _____

CEO Name: _____

Date of Establishment: _____

Phone Number: _____

Number of Employee: _____

Mobile Number: _____

Annual Sales (UZS): _____

Industry: _____

Products Offered: _____

Company Address: _____

Partnership Goals: _____

Note: Please attach a copy of an official document issued by your country's tax authority or an authority accrediting your company as a legitimate business entity.



Local Sales Plan

Who is the target market of ECOUNT ERP?

Segmentation of target customers

- What is the number of companies by size (small vs. mid-sized companies) and by industry (manufacturing, distribution, service, etc.)? (Approximate figure or ratio (%))

- Which industries will be considered as the primary target(s)?

What is the number or range of targeted potential customers among the aforementioned target markets?

Marketing and Sales Strategy

- How will you attract companies in the set target market(s)? Describe your marketing and sales plan in detail.

Customer Support & Training Plans

This is only required if pursuing the Type A Partnership.

Our Korean office currently offers two on-site visits/training sessions to customers upon request. Our Customer Support team in Korea, handles all phone call, email and Online Inquiry Board consultations. We strive our best to answer customer phone calls during our business hours and frequently check our email inboxes and online board inquiries. Thus, we are able to handle the majority of support inquiries in a timely manner. What come in during business hours are all handled before the end of the day.

Please describe how you plan to handle customer implementation, training and support in as much detail as possible.
