

## Ecoun Partnership Types - At a Glance

	Type A	Type B
<b>Provide Customer Training &amp; Support</b>	Required	Not required
<b>Minimum Guarantee</b>	<b>20</b> subscribers/half-year	<b>6</b> subscribers/half-year
<b>Initial Account</b>	Initial 3-month subscription required for training purposes*	Initial 3-month subscription required for training purposes*
<b>Commissions</b>	<ul style="list-style-type: none"> <li>- For active 1<sup>st</sup> year subscribers: <b>50%</b> of Subscription Revenue</li> <li>- For active 2<sup>nd</sup> year subscribers: <b>30%</b> of Subscription Revenue</li> <li>- For active 3<sup>rd</sup>+ year subscribers: <b>20%</b> of Subscription Revenue</li> </ul>	<p><i>Up to the first 3 subscription years:</i>  <b>20%</b> of Subscription Revenue</p>
<b>Payment Period</b>	<ul style="list-style-type: none"> <li>- If the total commissions <u>exceed</u> <b>PHP 50,000</b>, the commissions will be paid on a <u>monthly</u> basis.</li> <li>- If the total commissions are <u>less than</u> <b>PHP 50,000</b>, the commissions will be paid on a <u>yearly</u> basis.</li> </ul>	<ul style="list-style-type: none"> <li>- If the total commissions exceed <b>PHP 10,000</b>, the commissions will be paid on a <u>monthly</u> basis.</li> <li>- If the total commissions are <u>less than</u> <b>PHP 10,000</b>, the commissions will be paid on a <u>yearly</u> basis.</li> </ul>
<b>Payment Method</b>	Bank Transfer / PayPal	Bank Transfer / PayPal

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

## **Ecount Partnership Guidelines – 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)** 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 first 20 subscribers as a deposit.
  - If the partner fails to recruit 20 subscribers within the first half-year, the partnership will be terminated and no commissions will be paid.
  - If the partner acquires 20 subscribers, Ecount will release the deposit as a payment for the earned commissions.

### **Commissions (per subscriber)**

- Active 1<sup>st</sup> year subscribers: 50% of Subscription Revenue
- Active 2<sup>nd</sup> year subscribers: 30% of Subscription Revenue
- Active 3<sup>rd</sup> year subscribers and beyond: 20% of Subscription Revenue

### **Subscription Terms**

- The subscribers will sign up for an annual subscription at PHP 30,800 per year. Quarterly and semi-annually subscriptions are allowed with Ecount's consent.
- The subscriber will pay to partner or Ecount directly through bank transfer or PayPal.

### **Settlement Terms**

- If the total commissions exceed PHP 50,000, commissions will be paid on a monthly basis.
- If the total commissions are less than PHP 50,000, the commissions will be paid on a yearly basis.

## **Ecount Partnership Guidelines – 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)**

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

### **Subscription Terms**

- The subscribers will sign up for an annual subscription at PHP 30,800 per year. Quarterly and semi-annually subscriptions are allowed with Ecount's consent.
- The subscriber will pay to partner or Ecount directly through bank transfer or PayPal.

### **Settlement Terms**

- If the total commissions exceed PHP 10,000 per half-year, the commissions will be paid on a monthly basis.
- If the total commissions are less than PHP 10,000 per half-year, the commissions will be paid on a yearly basis.



## Partner Background & Plans

### Contact Information

Name	:	_____	Email	:	_____
Phone Number	:	_____	Skype ID	:	_____
Mobile Number	:	_____			
Address	:	_____			

Which partnership type you wish to apply?	<input type="checkbox"/> Type A	<input type="checkbox"/> Type B
Are you applying as an individual or company?	<input type="checkbox"/> Individual	<input type="checkbox"/> Company
Are you a consultant?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Are you an Ecount subscriber?	<input type="checkbox"/> Yes, company code _____ <input type="checkbox"/> No	

### Company Information

Company Name	:	_____		
CEO Name	:	Date of Establishment	:	_____
Phone Number	:	Annual Sales (PHP)	:	_____
Mobile Number	:	Number of Employees	:	_____
Industry	:	_____		
Products Offered	:	_____		
Company Address	:	_____		
Industry	:	_____		
Products Offered	:	_____		
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?**

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### 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 (%))

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- Which industries will be the primary targets?

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

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**Marketing and Sales Strategy**

- How will you attract the companies that are our target market? Describe your marketing and sales plan in detail.

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**Customer Support & Training Plans**

Our Ecount office currently offers two (2) training sessions to customers upon request. Our Customer Support team handles all phone, email and Q&A board inquiries through our call center. We answer to customer phone calls during our business hours and frequently check our email and board inquiries. We are able to handle the majority of support inquiries in a timely manner.

Please describe how you plan to handle customer implementation, training and support. *This is only required if pursuing the Type A partnership.*

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