

# Partners Program

GoldenOmega has created partnership programs to equip its associate partners with the expertise required to realize several profitable opportunities and increase customer awareness and satisfaction in the lending, finance, non-profit and construction industries throughout the globe.

The program includes sales development, marketing, education and technical support; all to ensure participant success, profitability and a long-term alliance with GoldenOmega.

There are four categories:

## **The GoldenOmega Silver Partner**

This program is designed for Sales Representatives and Business Development persons who would like to specialize in calling and selling the GoldenOmega software products to the lending professional or construction company in their region. The company or individual must be pre-registered with GoldenOmega as a Sales Representative Silver Partner and meet the necessary requirements as specified in the table below.

## **The GoldenOmega Gold Partner**

This program is designed for companies or individuals who have experience in the lending/mortgage/finance industry and would like to utilize it for their own benefit by promoting the GoldenOmega products in a non-exclusive territory. The GoldenOmega Gold Partner must be pre-registered with GoldenOmega and meet the necessary requirements as specified in the table below.

## **The GoldenOmega Platinum Partner**

This program is designed for companies or individuals who have experience in the lending/mortgage/finance or construction industries and would like to utilize such experience for their own benefit by promoting the GoldenOmega software products in an exclusive territory. The GoldenOmega Platinum Partner must be pre-registered with GoldenOmega and meet the necessary requirements as specified in the table below.

## **The GoldenOmega Affiliate Partner**

The GoldenOmega Affiliate Partners are companies that offer complementary products that can be integrated with GoldenOmega software products.



## GoldenOmega

5049 Robert J. Mathews Parkway, Suite 400, El Dorado Hills, CA 95762 USA • Phone: (916) 939-7083 • Fax: (916) 939-7092

[www.goldenomega.net](http://www.goldenomega.net)

Affiliate Partner terms and conditions are negotiable. Please note that as the Affiliate Partner's commitment to GoldenOmega becomes stronger and tighter, an advance to the next level of partnership may be in order.

	<i>Silver Partner</i>	<i>Gold Partner</i>	<i>Platinum Partner</i>
<b>ABOUT</b>			
<b>Annual Fee</b>	No Fee	\$4,995.00	\$9,995.00
<b>Authorized Software License</b> One copy, not for distribution	None	Yes	Yes
<b>Education</b> Sales development	Free	Free	Free
<b>Education</b> Technical, on the products	Free	Free	Free
<b>Sales Development</b>	Marketing Material Provided (PDF files)	Marketing Material Provided (PDF files)	Marketing material Provided (PDF files)
<b>Leads</b>	Not Guaranteed	Not Guaranteed	Not Guaranteed
<b>Sales Development</b> Software Commission	15% Commission (excludes data conversion, installation, training and renewals)	25% Commission (excludes data conversion, installation, training and renewals)	35% Commission (excludes data conversion, installation, training and renewals)
<b>Sales Development</b> Assistance via phone, fax, e-mail directly with customer or not	Yes	Yes	Yes
<b>Marketing</b> Territories	Partner's Region	Non-Exclusive in Partner's Home State	Exclusive with Rights
<b>Marketing</b> Listing on GoldenOmega's website	Yes	Yes	Yes
<b>Marketing</b> Campaigns in advertising, PR and direct mailing	Partner's Responsibility (material must be pre-approved)	Partner's Responsibility (material must be pre-approved)	Partner's Responsibility (material must be pre-approved)
<b>Marketing</b> Mutual referral program	When Appropriate	When Appropriate	When Appropriate
<b>Marketing</b> Right to use GoldenOmega logo	Limited	Limited	Limited
<b>Marketing</b> Participation in Partner's conferences where applicable	Yes	Yes	Yes
<b>Marketing</b> Exhibit at GoldenOmega trade show participations	Fee Applies	Fee Applies	Fee Applies



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<b>Technical Support</b> Provided to partner	Yes	Yes	Yes
<b>Technical Support</b> Provided to customer	Provided directly by GoldenOmega technical support personnel for an additional fee paid by customer to GoldenOmega	Provided directly by GoldenOmega technical support personnel for an additional fee paid by customer to GoldenOmega	Provided directly by GoldenOmega technical support personnel for an additional fee paid by customer to GoldenOmega

**Silver Partner****Gold Partner****Platinum Partner****ABOUT** (cont.)

<b>Technical Support</b> New version testing and recommendations	Yes	Yes	Yes
<b>Technical Support</b> Authorized end user training staff	No	Yes	Yes

**GOALS**

<b>Annual sales target</b>	\$250K	\$500K	\$1M
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**REQUIREMENTS**

Authorized account executives per Partner for target sales	1	5	10
Quarterly Success stories/references	Equal to the Number of Sales	Equal to the Number of Sales	Equal to the Number of Sales
Account Reviews	Quarterly for 1 <sup>st</sup> year (annually for subsequent years)	Quarterly for 1 <sup>st</sup> year (semi-annually for subsequent years)	Quarterly for 1 <sup>st</sup> year (semi-annually for subsequent years)
Business Plan or Resume for registration	Yes	Yes	Yes
Financial Statement and Back Ground Check for registration	Yes	Yes	Yes
Business Name or DBA (if an individual- copy of permit required)	Yes	Yes	Yes
Must own Windows based computer, have own Internet and phone with unlimited local and long distance calls,	Yes	Yes	Yes



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own reliable transportation for any in person appointments with prospects			
Trade secret, copyright and distribution agreement will be required to be signed prior to starting	Yes	Yes	Yes
Can work from home or at an office location. If office location, must be a non-competing business.	Yes	Yes	Yes



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