



Referral Program: Non-Partner Individuals and Companies

Overview

Through the MobileDemand Referral Program, independent individuals or companies who influence customers to purchase MobileDemand products earn competitive commissions, based on the customer's purchase price. The MobileDemand Referral Program helps extend brand reach by having individuals and organizations serve as agents who receive competitive commissions for recommending MobileDemand products.

Minimum Lead Criteria

- A new or existing End User account that has not purchased in the past six (6) months
OR -
- The location is a different purchasing location of an existing End User account
OR -
- A competitive product is being displaced with a MobileDemand solution
PLUS -
- No other individual has referred or registered the opportunity.
- Referral Partner provides company URL, location, and opportunity information for cross reference in the CRM data base.

Guidelines

The following guidelines must be followed for the Referral Partner to qualify for the Referral Program.

- All opportunities must be approved by MobileDemand in its discretion. The Referral Partner must provide the name of the potential customer and opportunity at that customer to MobileDemand in order to be considered for the Referral Program.
- Complete the Referral Opportunity Agreement. A MobileDemand sales representative will engage with the referring party to determine what level of activity the referring party wants to have in the sales process: 1) hand off the lead or 2) continue to facilitate the sales process.

Referral Fee Payment Schedule

The referral fee is based on a percentage of the net selling price (excluding taxes and shipping) to the end user customer. MobileDemand reserves the right to set the referral percentage.

Product Category	Referral Fee based on Net Selling Price
Tablet PCs and Accessories	Up to 2% for lead referral only Up to 5% for active facilitation of the sales process



When payment in full is received from the end-user customer, MobileDemand shall pay the Referral Fee within thirty (30) days after Successful Referral as defined in this Agreement has occurred. Unless otherwise authorized by MobileDemand management, referral fee payment has a cap at a maximum of \$25,000.

For the purpose of the Referral Program, “active facilitation” shall mean that the Referral Partner continues to remain involved with MobileDemand and/or MobileDemand’s designated representative until such time as the business concludes. The Referral Partner provides assistance in areas such as making introductions, setting up meetings, identifying decision makers, etc.

Who Can Participate?

Participants in the Referral Program may be individuals or companies including solution providers, business or IT consultants, hardware resellers, etc. or MobileDemand Authorized Partners at any level, as well as those not currently in a partnership with MobileDemand, may apply for membership if they meet the following criteria:

- Must have a valid tax identification number
- Must have a valid mailing address
- E-mail addresses used for the program must be valid company e-mail addresses
- Primary occupation must not be a commercial agent
- May register only once as a legal entity in the U.S. or Canada
- Must not be precluded from participation by their existing employer’s company policy.

How to Participate

Go to the MobileDemand website and complete the **Referral Application**, then review the **Terms and Conditions** and submit the **Referral Partner Agreement** form. MobileDemand will contact you before we contact your referral.

Terms and Conditions

- Payment will be made to the Referral Partner within 30 days after Successful Referral as defined in this Agreement has occurred after the invoice has been paid in full by the end-user.
- If a definitive roll-out schedule is defined at first order, the Referral Fee will be paid on roll-out orders up to 12 months from first order. In addition, the Referral Fee will be paid on all applicable MobileDemand products purchased by an end-user within the first (12) months of becoming a MobileDemand customer. The Referral Fee is payable only on orders of MobileDemand Products, including accessories, and peripherals, excluding Services. Subsequent orders involving only accessories and maintenance are not eligible for the Referral Fee. The sale and invoice must occur within 12 months of referral date.
- MobileDemand must have an IRS form W-9 on file prior to payment being made.
- MobileDemand reserves the right to alter, amend or cancel the Referral Program at any time without notice. All approved Referrals will be honored throughout the Registration period.
- All MobileDemand decisions regarding the Referral Program are final and are at the sole discretion of MobileDemand and are final and binding. MobileDemand is not responsible for typographical or printing errors.



- Program is void where prohibited by law or company policy. MobileDemand will not be held liable if the Referral Program issued is in violation of company policies or local country laws.
- The Referral Partner will not be eligible for Referral Fee if the Referral Partner and end user customer are the same or affiliated entities.
- The Referral Partner will not be eligible for Referral Fee on sales where the end user customer is either an immediate family member of the Partner or if the end user customer is an entity owned or controlled in whole or in part by an immediate family member of the Partner.
- Referral Partners will be compensated at the rates effective at the time the deal is approved.

Information Required to Submit Referral – Sample only

This is a sample Referral Submission form. The actual Referral Submission form is available online on the Partner Portal

Your Information

* First Name:	<input type="text"/>	* Last Name:	<input type="text"/>
* Title:	<input type="text"/>	* Company:	<input type="text"/>
* Business Phone:	<input type="text"/>	** E-mail:	<input type="text"/>

Colleague Information

* First Name:	<input type="text"/>	* Last Name:	<input type="text"/>
* Title:	<input type="text"/>	* Company:	<input type="text"/>
* Business Phone:	<input type="text"/>	* Company URL:	<input type="text"/>
* Country:	<input type="text" value="United States"/>	** E-mail:	<input type="text"/>
State/Province:	<input type="text" value="--- Please Select ---"/>		
* ZIP Code:	<input type="text"/>		

Do you agree with the Terms and Conditions? * U.S. Federal Government/Military?: Yes No

Brief description of business and the opportunity: