

## MYOB ERP Solutions for Bigger Business

### Helping Businesses think Bigger

As a business grows, so does its complexity and the need to invest in more capable business management software. MYOB's ERP software is designed to take care of everything a business needs, both now and in the future, so they don't get stuck with systems that slow their growth. Inventory management, streamlined sales and purchasing, job and project costing, accounting and more - all in a scalable platform.

MYOB Advanced and MYOB EXO are the mid-market ERP product range specially designed for businesses who are experiencing growth and feel that they may have outgrown traditional software products like MYOB AccountRight or Quickbooks.

Momentum Software Solutions are a fully accredited MYOB Advanced and MYOB EXO Platinum Partner. Based on the Sunshine Coast we provide customized MYOB ERP solutions to businesses throughout Qld and Northern NSW. Our experienced consultants are able to assist businesses with system selection, implementation, training, customization and ongoing support.

### Rewards for Referrals

At Momentum, we value partner referrals. So if you introduce us to a prospective client you will receive a reward for simply referring them to us. If that introduction then results in a sale, you will receive another reward, the value of which depends on the size of the sale. The more referrals you provide, the more rewards you will receive.

### About Us

Momentum Software Solutions are a fully accredited, multi- award winning MYOB Platinum Partner, providing tailored MYOB business management solutions to bigger businesses throughout QLD and the Northern Territory. Based on the Sunshine Coast, we have been helping businesses think bigger for 10 years, and have over 150 clients.

At Momentum we have one of the most experienced MYOB consulting teams in Australia. All our consultants are formally accredited by MYOB, and have been handpicked for their extensive experience and expertise across all areas of business.

### What to look for in a prospective referral

- Business is growing and becoming more complex
- Has outgrown their current software
- No access to real-time information
- Limited reporting capabilities
- Using multiple systems resulting in inefficiencies and duplicated data entry
- Needs integrated job and project costing functionality
- Needs advanced inventory management
- Has multiple entities or locations

### What do I need to do?

If you know of a business that has outgrown their current software and needs to upgrade to more capable business management software, you simply contact us and we do the rest. We will contact the business, discuss their needs and software requirements, and if appropriate recommend a MYOB ERP solution. We will keep you informed about the progress along the way.

Before you pass on the referral please make sure you have confirmed with the business that they are actively looking for new software, and are happy to be contacted by Momentum.

- Call us on 07 5479 1877
- Email us on [enquiries@momentumss.com.au](mailto:enquiries@momentumss.com.au)

All leads will be entered into our registration database. We'll keep you informed about the progress of the lead.

When submitting a referral please provide the following information:

- Business name
- Contact name & role
- Telephone number
- Business type – what does the business do
- Why they are looking at changing systems
- Any other relevant information

## What's in it for you?

- Your contact continues to recognise you as a trusted business advisor.
- You get to maintain a business relationship with your contact as their business grows.
- MYOB Advanced and/or MYOB EXO training
- You continue to supply your services to your contact as they upgrade their business system.
- You can become trained for free on MYOB Advanced and/or MYOB EXO if you wish. Initial training is complimentary.
- You gain an incentivised & scaleable referral fee or a discount to your client's fee.

## Referral Partner Agreement

THIS AGREEMENT is made on \_\_\_\_\_ (date) (the "Agreement")

BETWEEN: the following parties (the "Parties"):

Client or Company Name \_\_\_\_\_ (ABN \_\_\_\_\_ )

AND: Momentum Software Solutions, Level 5, 2 Ocean Street, Maroochydore, in the state of QLD

EXECUTED AS AN AGREEMENT

Signed for and on behalf of

Client or Company Name \_\_\_\_\_ (ABN \_\_\_\_\_ )

\_\_\_\_\_  
Director

\_\_\_\_\_  
Date

Signed for and on behalf of Momentum Software Solutions:

\_\_\_\_\_  
Business Development Manager

\_\_\_\_\_  
Date

## TERMS & CONDITIONS

1. Condition of the agreement - Momentum Software Solutions agrees to pay The partner a referral payment amount of 5% of MYOB ERP products purchased by the client. 5% is calculated on the Retail Price as detailed in the MYOB ERP partner buy price list. This is the value on the first invoice for the contract. This agreement applies to payments actually received by Momentum Software Solutions for clients who have been referred to us by The partner.

This agreement may be terminated at any time by either party by giving 30 days written notice

Termination of this Deed will not prejudice any right or remedy which may have accrued to any person under this Deed prior to that termination, or any right which (whether expressly or by necessary implication) applies on or after termination.

2. Undertaking not to provide or offer competing services - Momentum Software Solutions agrees to provide MYOB Services to the client and undertakes not to provide or offer any competing services to the client without the permission of The partner.

3. Governing law and jurisdiction  
This agreement is governed by the laws of Queensland and the parties irrevocably submit to the jurisdiction of the courts of Queensland.

4. Confidentiality - The parties acknowledge that by virtue of this agreement, each may be afforded access to, and acquire knowledge of the other party's proprietary information of a confidential nature. The party receiving that information agrees that that confidential information will not be disclosed to others or independently used without proper authorisation from the disclosing party.

5. Extent agreement is contractually binding

- The parties agree that clauses 1 - 5 (inclusive) only are contractually binding and no other clauses impose any legal liability on either party.

6. Referral Payment - Referral payments will be made on the 30th of the month following payment by the client. Momentum Software Solutions will require a Tax Invoice from you to process the payment. We will provide you with the relevant information. If the referral reward is to be used to offer the client a discount, you can elect to have it deducted from the retail price of the software at point of purchase.

7. Momentum Services - Momentum Software Solutions will provide consulting services for the referred client to implement MYOB Advanced or MYOB Exo, as well as ongoing support. Momentum will provide up to 4 hrs complimentary training to the Referral Partner. Momentum will provide up to 10 hours complementary Help Desk Support to the referral partner. Other services at our standard consulting rate.

## RECITALS:

A. The partner is in the business of providing \_\_\_\_\_  
to businesses on the Sunshine Coast, QLD.

B. Momentum Software Solutions is in the business of providing MYOB ERP Software and implementation consulting services (" MYOB Services ") and support in the Queensland and Northern NSW area.

C. The partner and Momentum Software Solutions have agreed to negotiate an agreement whereby The partner will receive payments for referring clients to Momentum Software Solutions for MYOB Services. ("the agreement").