

Momentum Software Solutions Referral Partner Program

Helping Businesses think Bigger

As a business grows, so does its complexity and the need to invest in more capable business management software. Cloud ERP software is designed to take care of everything a business needs, both now and in the future. Cloud ERP helps business owners maintain growth and scale over the long term.

MYOB Advanced and Wiise (MS Dynamics Business Central) are the mid-market Cloud ERP solutions specially designed for businesses who are experiencing high growth. High growth businesses usually outgrow small business software products like Xero, MYOB AccountRight or Quickbooks.

Our Cloud ERP solutions suit a range of industries including Manufacturing, Construction, Non-Profits, Wholesale Distribution, Mining Services, Professional Services and more.

About Us

Momentum Software Solutions are an MYOB Advanced Diamond Partner and a Wiise Elite Partner. We are multi- award winning due to our high quality implementation and support services.

With around 40 people in our team we have one of the most experienced ERP consulting teams in Australia. All our consultants are formally accredited and have been handpicked for their extensive experience and expertise across all areas of business.

Rewards for Referrals

At Momentum, we value partner referrals. So, if you introduce us to a prospective client, and they become a Momentum customer you will receive a reward. The value of which depends on the size of the sale. The more referrals you provide, the more rewards you will receive. Reward details can be found in the terms and conditions on page 3.

What to look for in a prospective referral

- Business is growing and becoming more complex
- Has outgrown their current software
- Struggling with reporting and real-time information
- Using multiple systems resulting in inefficiencies and duplicated data entry
- Needs integrated job and project costing functionality
- Needs advanced inventory management
- Looking for cloud solutions
- Has multiple entities or locations

How do I refer?

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 Cloud 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

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 & scalable 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. Referral Fees - 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 Invoiced or Quoted Price as detailed in the Momentum Proposal to the Customer. The 5% applies to the expected 1st Year Annual Recurring Revenue (ARR) for the Customer 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
2. 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.
3. Undertaking not to provide or offer competing services - Momentum Software Solutions agrees to provide ERP Consulting Services to the client and undertakes not to provide or offer any competing services to the client without the permission of the partner.
4. 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.
5. 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 the confidential information will not be disclosed to others or independently used without proper authorisation from the disclosing party.

6. 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.
7. 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.
8. Momentum Services - Momentum Software Solutions will provide consulting services for the referred client to implement Cloud ERP solutions, as well as ongoing support. Momentum will provide up to 4 hrs complimentary training to the Referral Partner. Other services at our standard consulting rate.

RECITALS:

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- A. The partner is in the business of providing to businesses in Australia.
 - B. Momentum Software Solutions is in the business of providing Cloud ERP Software and implementation consulting services ("Cloud ERP Services") and support in Australia.
 - 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 Cloud ERP Services ('the agreement').