

Sage HR & Payroll, Sage Forum
 Criteria and benefits, terms and conditions:
 Effective 01 October 2016 or as stipulated

Applicable to: Reselling Forum members on Pastel Partner Payroll only. Once Off Sign-up Fee R 2999.00 (incl. VAT)

Status	Bronze	Silver	Gold
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P- Buck Targets

*Targets for 12 months.
 01 October to 30 September.
 Net of discount.
 Targets will be pro-rated based on joining date*

	P32,000	P52,000	P82,000
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Discount structure: Only for standard and advanced PCI's

Software	35%	40%	45%
Stationery	10%	15%	15%
SDN's	30%	30%	30%
In-house ALF Discount	50%	75%	100%
ALF Rebates	5%	10%	15%

Note: Advanced PCI Forum Members will receive rebates on all their linked clients. Standard PCI Forum Members will only receive rebates on **non-Advantage** linked clients. Selling Forum members may refer new sale prospects for Sage VIP Classic; Sage VIP Premier; Sage VIP People and Sage X3 products, referral rebates structure for non-selling members will apply on successful sales. P-bucks on referral business for other Sage HR & Payroll products will be allocated on a like for like bases of a Pastel Partner Payroll Package.

Discount structure: Non- PCI's

Software	30%	30%	30%
Stationery	10%	10%	10%
In-house ALF Discount	25%	25%	25%

Note: Non-PCI Forum Members that fail to meet P1,000 will be converted to Non-Selling member status.

Training/workshops

PCI's	30%	30%	30%
Non-PCI's	20%	20%	20%

Seminars

PCI's	30%	35%	40%
Non- PCI's	20%	20%	20%

E-Books

Please note that ALL Forum Members will receive 100 P-Bucks for each e-book sold as a manual add back.

Training

Notes:

- a) A PCI Refresher Exam would need to be written between July and August annually.
- b) Pass rate on all examinations is 75%.
- c) All employees consulting or training on any Sage Pastel Payroll products should hold a PCI certification.

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- d) When a PCI employee leaves the employment of the BP, the SHP BP team needs to be informed within 30days of this termination, where this employee is the only PCI certified employee of the BP the BP needs to submit a replacement strategy for the Vacant position or lose PCI Status and benefits
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***Pastel Certified Installer (PCI)** - is a partner that has been through training (Classroom/self-study) and has passed the PCI Exam. We advise all BP's to be certified but it's not compulsory, on completion of your application you will default to non-PCI status until you have passed the PCI Exam.

Benefits to PCI Dealers:

- Better discounts
- Sage HR & Payroll endorsed consulting services
- Rebates were applicable
- 25 Employee package for In-House use as well as a Dealer pack to use for consulting purposes.

Referral Commission Structure: Applicable to Non-selling members					
	Sage Pastel Partner Payroll	Sage VIP Classic Payroll & HR	Sage Premier People & HRM	Sage VIP People & HRIS	Sage X3 People
On Sale Rebate	25% (Max R12500 per system)	25% (Max R25000 per system)	25% (Max R25000 per system)	25% (Max R25000 per system)	25% (Max R25000 per system)
Benefits					
In-House ALF Discount Sage Pastel Partner Payroll software users only			20%		
Training/seminars/workshops			15%		
Newsletter (product and specials info)			Yes		
Reseller Zone			Yes		

Dedicated Account Manager

Yes

Partner Information Sessions

Yes

Notes: Referral commission is payable on successful referrals only. Paid on the software portion invoiced; maximums are applied per system purchased - Payroll, HR & ESS have individual limits. Rebates are paid into Sage Pay accounts only. Referrals must be emailed to you Liaison with the following details: Company name; contact person; contact number email address and physical address. Non-selling members will not be required to accept contracts annually.
