

Accelerate your success. Grow your business with Versapay.

Your guide to the VersaPartner program



Take your business forward with Versapay

We can't wait to work with you

Your customers want a fully digital way of working. It enables seamless operations across the entire business. It cuts costs, increases efficiencies and accelerates business. In this world of digital transformation organizations of all shapes are seeking these benefits. Together, we can help them achieve their goals with our world-class technology.

At Versapay, our priority is to deliver products and services that give you a compelling proposition to take to market. That might mean helping solve multiple digital payment adoption and getting payment cycles flowing faster. It might mean closing the gap between AR teams and their customers with real-time access to the same payment and billing information. It might even mean automating repetitive or manual processes for your clients, saving time, and reducing errors. Whatever it means, we're committed to helping you solve your customers' requirements – however complex

It's your business, so you set the pace

As our partner, your success is our success. So, your business needs are the priority for the VersaPartner program. Since one size doesn't fit all, we've put together processes, tools and support that give you choice and flexibility.

To discover how we can help you develop positive customer relationships, sell more and improve your margins, take a look through the VersaPartner program benefits.

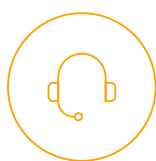
Make the most of big market opportunities

How your program benefits can help

With 9 out of 10 firms set to digitize accounts receivable (AR) processes in the next three years it's time to work with Versapay.¹

With our market-leading position, you can expect high customer adoption and great upsell opportunities across the Versapay Network, especially with our AR automation and integrated payment solutions.

The VersaPartner program is designed to help ensure you're in the strongest position possible to take advantage of these opportunities.



Drive Business Success

Your Regional Partner Manager

A dedicated go-to relationship manager provides help and support. Simply drop them a line or give them a call and they'll help you:

- Plan your growth
- Stay up to date on new products and services
- Set quarterly business planning goals



Easily access Partner Support

Resolve customer incidents with ease

We understand you'll receive the first call if something goes wrong in your customer's environment. Versapay Partner Support helps you successfully navigate any issues. You can:

- Submit a support ticket
- Collaborate on incident status and requirements
- Connect with your Regional Partner Manager



Join the conversation

Your VersaPartner LinkedIn Group

Within this LinkedIn group the Versapay team and other partners will share best practices with you, help you find new resources quickly, answer all your questions and more.

Joining is easy. Just contact your Regional Partner Manager. They'll help you set things up in just a few simple steps.



Be the first to know

Partner communications

Stay up to date with the VersaPartner newsletter and Quarterly VersaPartner Updates. It's a great way for you, and your customers, to stay in the loop. You'll learn about:

- The latest product news
- Corporate updates
- New program benefits and more



Get experts selling for you

Support from our expert Sales team

Maybe you're new to collaborative AR automation. We'll help you fast-track your way AR transformation. Perhaps you're just looking to refer opportunities? Our expert teams can work leads for you, keeping you up to speed at every step. Our team will co-sell with you, as well as help you:

- Pitch and demo to customers
- Define the right solutions
- Prepare quotes and proposals



Implement and install easily

Technical team

You might want to stay highly engaged, or let our technical team run solo. Either way, we can help get your customers up and running smoothly. It means you can:

- Leave a great impression on customers
- Cut out delays and get systems live fast
- Save time for your own teams

If you want a more hands-on implementation role, simply contact your Regional Partner Manager.



Access every tool and tip

Secure access to the VersaPartner Hub

Whether you want to submit a lead, check lead status, access the latest sales tools or prepare for your next meeting, you'll find everything you need on the VersaPartner Hub. You can access this partner portal 24/7, to:

- Register leads, track deal progression, contact your co-sell experts
- Find easy ways to access program information and benefits
- Access tools and information to help you introduce your customers to Versapay



Get rewarded for working with Versapay

Incentives awarded for eligible leads and deals

Partners are eligible for VersaPartner Rewards, our incentive program that rewards partners for referring leads and closing deals with Versapay. Earn points through lead registration in the VersaPartner Hub.



Campaign and close sales faster

Customizable sales and marketing assets

Boost your sales and marketing efforts instantly with ready-made campaigns and assets. You can co-brand and customize Versapay campaigns, building everything from emails to landing pages, guides and checklists with just a few clicks. You can:

- Save time creating campaigns with pre-made templates
- Speed up the buyer journey with the right assets
- Access your Campaign Starter Kit to engage with customers easily



Drum up new business for less

Marketing Development Fund

If you've got great ideas for finding new leads but are struggling to fund them, we'll help you. We'll pick up 50% of the cost. Just submit a qualifying proposal for your campaign and, if approved, we'll subsidize it. Successful ideas could include:

- Digital marketing campaigns
- Virtual events or webinars
- Direct mail campaigns

Take a fair share of each sale

Margin and residual compensation schedule

Each time you grow your business with us, your rewards will keep growing. As an official partner, you can receive residuals, which we pay for the full duration, of our partnership. So, your monthly revenue share will only increase, and you'll receive bigger payments from us as time goes on.

AR Automation Platform

What does it do?

Versapay's AR automation platform enables AR departments in Mid-market and Enterprise companies to communicate and collaborate with their customers over the cloud in real-time with shared access to the same information to answer questions and quickly resolve disputes and discrepancies with invoices. Versapay AR automation platform helps companies get paid faster and drive efficiency by automating manual AR processes and enabling collaboration between AR teams and their customers

What's my margin or compensation?

20% residual on SaaS and applicable Subscription Fees

Terms: "Subscription Fees" means the net revenue received by Versapay as recurring monthly subscription fees during the term of the written agreement between Versapay and each given Contracted Customer in consideration for the performance of the services (exclusive of sales tax). "Subscription Fees" shall expressly exclude print mail, implementation and other professional services fees

Payment Services

What does it do?

Versapay's integrated payments solution helps SMB and Mid-size companies who want to get paid faster streamline payment acceptance and processing across ecommerce, point of sale and accounts receivable channels by enabling them to accept payments directly in their ERP, and store all their payment data in one place. Includes all Versapay payment solutions including integrated payments solutions previously known as Solupay, ChargeLogic and 2CP.

What's my margin or compensation?

20% residual on net profits

Terms: Paid on accepted referrals. "Net profit" is defined as merchant income from discount charged less interchange, authorization fees, transaction fees, network fees, statement fees, ach rejects, chargeback and fraud losses, BIN sponsorship fee, proportional amount of bank sponsorship fees, agent fees, and other transaction and monthly carrying costs.

Software Services

What does it do?	What's my margin or compensation?
A license-based software fully integrated with Microsoft Dynamics 365 Business Central and Dynamics NAV offering customers the ability to process payments securely and cost-effectively through any channel.	40% margin on software and associated sales 15% paid on maintenance fees

Terms: The Partner shall pay any License fees or billable support services to Versapay within thirty (30) days after the issuance of an invoice for any license purchased or service performed (the "Due Date"). Maintenance fees are due by the customer's annual Maintenance expiration date. All fees are payable in US\$. For any Applications, fees, Services, or Licensing for which Versapay is not directly billing the End User, the Partner shall bill and be solely responsible for the collection of all its billings to its End User(s)/Customer(s) and shall bear the entire risk of collectability and non-payment of such billings. Requires partner led implementation.

Deal Registration

Register your customer opportunities in the VersaPartner Hub to make sure you get compensated for all your Versapay customers.

Here's how we calculate your bonus:

- VersaPartners receive residuals for all customers registered in the VersaPartner Hub prior to the deal close, even if the lead was in Versapay's system prior to your registration.
- In the event of multiple partners registering the same customer opportunity, the date stamp in the VersaPartner Hub and the partner who registered the opportunity first will be considered the partner of record.

Ready for the rewards? Get started now.

Take a quick look at the program requirements

The VersaPartner program has a wide range of compelling benefits to help you leverage new, exciting opportunities and grow your business.

Before you start selling, check through our program requirements below so you can adhere to the guidelines and keep your elite status.

1. Please use approved partner lead forms and processes only
2. Agree to the program terms on our VersaPartner Hub
3. Always adhere to Versapay and VersaPartner brand guidelines
4. Plan your year with Versapay with a joint quarterly business plan

Start your journey with a helping hand

Want to make the most of your benefits?

Get in touch now with your Regional Partner Manager. They'll give you help and support – all tailored for your specific business needs.