

## **FabZing uses a domain-based Partnership program**

FabZing uses a domain (URL of the prospect's company website) ownership model to determine who can sell to a given company and the sales motion they should follow. Each domain in our database represents a prospect or customer company and can only be owned by one partner or one FabZing direct sales rep at any given time (except for "shared deals", more on this further below).

### **Register your current and prospective client domains:**

You can register current or prospective client domains with us, via email or via the Partner Portal, in order to be eligible for revenue share when you sell FabZing Subscription Services to that domain.

Domain registration is intended for your current and prospective clients only. Partners should only register domains that they have established a demonstrable business relationship and who you are actively approaching and are engaging with in a pursuit of a sale.

Each accepted registration will expire six months (180 days) from the date the prospect was registered. If you are actively pursuing a prospect and the registration is expired, then you may re-register the prospect manually for another ninety (90) days.

Provider level capacity is 25 domains. Your domain registration capacity is determined by your partnership level. Capacity levels are subject to change at FabZing's discretion.

It is important that you maintain the appropriate capacity. If you are above your capacity limits you may be suspended, or previously registered and accepted domains may no longer be eligible for revenue share.

If a Partner wishes to introduce a domain with whom a FabZing sales Representative or another Partner of FabZing are already dealing, FabZing will speak with both parties and decide unilaterally if a shared deal is fair and feasible, and how the resulting revenue share will be split between the parties.

We find that partners who use our software are also the most successful at selling their services tied to it. Therefore, to fully activate your partnership with FabZing, you need to purchase at least one Subscription Service to a FabZing Product. We want all of our partners to be set up for success, which is why we've made this a program requirement. In the event that your subscription with FabZing is no longer active, you will be removed from the program. Providers must also complete online Solutions Partner onboarding within 30 calendar days of being accepted, and successfully register at least one lead in their Partner Portal.

### **Fill out your paperwork to receive revenue share.**

To receive revenue share you have earned when your registered domains purchase a Subscription Service sold by FabZing, you must complete the appropriate paperwork that will be provided by us.

Usually such paperwork includes Executing a Partnership Form, Providing information about the Partner, Providing the Bank account information of the Partner, Submitting a Tax Form (e.g. W-8/W-9 tax forms)

Revenue share payments are paid out on a quarterly basis and will be forfeited if you do not provide paperwork within 6 months of joining the program. Revenue share is paid for the first 36 months as the customer's subscription for the product line(s), as long as that customer remains active.