

# Semji Business Partner program guide

## Calculation of referral fees

The Business Referral Fee paid by Semji to the Partner will be calculated on the basis of the % defined for the Starter, Silver, Gold and Platinum programs, as defined below.

The calculation base, which gives access to the programs (Access Conditions) described below, is calculated on the basis of the number of workspaces indicated in the Sales Orders ("SO" as defined in the Partnership Agreement) signed by the Referenced Customers over 12 consecutive months from the Effective Date of this Agreement. When calculating the fee, only recurring platform revenues are taken into account. One-off costs such as set-up or service fees are not included in the calculation.

## Program description

### Starter Program :

Terms of access : from 1 to 4 Workspaces signed by Semji with Customers referred by the Partner and at least 1 person trained on the Semji platform

% of referral fee paid by Semji to partner: 10%

The Starter Program gives access to :

- Partner knowledge base
- Platform features training
- Sales training
- Access to demo platform with 1000 IA demo credits
- Partner pack

### Silver Program :

Terms of access: from 5 to 9 Workspaces signed by Semji with Customers referred by the Partner and a minimum of 2 people trained on the Semji platform.

% of referral fee paid by Semji to partner: 15%.

The Silver Program gives access to :

- Partner knowledge base
- Platform features training
- Sales training
- Access to demo platform with 2000 IA demo credits
- Partner pack
- Visibility on semji.com
- Platform partner logo
- Co-branded Event/webinar

### Gold Program :

Terms of access : from 10 to 19 Workspaces signed by Semji with Customers referred by the Partner and a minimum of 4 people trained on the Semji platform

% of referral fee paid by Semji to partner: 20%.

The Gold Program gives access to :

- Partner knowledge base
- Platform features training
- Sales training
- Access to demo platform with 3000 IA demo credits
- Partner pack
- Visibility on semji.com
- Partner logo platform
- Co-branded event/webinar
- Semji Trusted Partner
- Access to Community Events

Platinum Program :

Terms of access : 20 or more Workspaces signed by Semji with customers referred by the Partner and at least 4 people trained on the Semji platform

% of referral fee paid by Semji to partner: 25%.

The Gold Program gives access to :

- Partner knowledge base
- Platform features training
- Sales training
- Access to demo platform with 3000 IA demo credits
- Partner pack
- Visibility on semji.com
- Partner logo platform
- Co-branded event/webinar
- Semji Trusted Partner
- Access to Community Events

An order for 1 workspace represents an average of €10K in recurring revenues for the platform.

The commission % of a sale depends on the Program in which the Partner is at the time of signing a Sales Order.

The Referral Fee percentages for these three programs do not add up.

Example :

Semji signs

- 1st deal: an order for 2 workspaces representing €20K in recurring revenue from the platform.
- 2nd deal: an order for 2 workspaces representing €15K in recurring revenue from the platform.
- 3rd deal: an order for 1 workspace representing €10K in recurring platform revenue.

The fee calculation for the Partner will be :

- 1st deal :  $20,000 * 10\% = 2,000\text{€}$
- 2nd deal :  $15,000 * 10\% = 1,500\text{€}$
- 3rd deal :  $10,000 * 15\% = 1,500\text{€}$

The change of Program took place once the 2nd deal was signed, and the change of commission rate applies to the 3rd deal.

A referral that triggers an Unlimited one Country Sales Order is valued at 15 Workspaces.

A referral that triggers an Unlimited Worldwide Sales Order is valued at 30 Workspaces.