www.veritglobal.com

Hero Program Description

Contact: hero@veritglobal.com

---

1) Program Summary

Offer: *Earn 10% of Verit's **platform benefits** from any account you introduce — for the lifetime of that account.*

- **You do:** Make a warm intro to the decision maker (or send a verified lead).
- **We do:** Own the sales process, onboarding, and success delivery.
- **You earn:** A recurring payout equal to **10% of platform benefits** realized from that account, **for as long as the account stays active**.
- **Payout cadence:** Monthly (default) or quarterly, via bank transfer.
- **Contact to enroll: hero@veritglobal.com**

What are "platform benefits"?
The **quantified value** Verit delivers for a customer — e.g., recovered leakage, prevented double-payouts, reduced write-offs, faster cash application, audit/time savings, fraud loss reduction. Benefits are measured from **deterministic transcripts + reconciliations**, and monetized using agreed rules (see §4).

---

2) Why This Exists (The "Hero" Angle)

- We believe value should flow to **the connector** — the person who sees the fit and makes it happen.
- Many great matches never occur because people assume "someone else will intro." This program makes it **simple, fair, and durable** to do the right thing — and be rewarded for it.

3) Who This Is For

- **Advisors, angels, and operators** who know teams wrestling with reconciliation, audits, or settlement accuracy.
- **Payments & ERP partners** (NetSuite, SAP, Stripe, Adyen, etc.) who spot a Verit-shaped need.
- **Professors and alumni** connecting innovative labs/spin-outs or university programs.
- **Freelancers & boutiques** building connectors or SDKs who run into prospects.

No reseller/PO paperwork required. You're not "the vendor" — you're the trusted referrer.

---

4) How We Measure Payouts

Default model (benefits-based):

Payout = 10% × Platform Benefits realized in the period

Platform Benefits (period) are calculated from transcripted evidence and reconciliations, typically as:

Recovered leakage + Prevented double-payouts/overpayments + Write-off reduction + Fraud loss reduction + Operational time savings × agreed hourly rate + Other agreed benefit classes.

- Evidence sources: **content-addressed transcripts**, provider files, reconciliation diffs, acceptance matrix proofs.
- We co-sign a **Benefits Worksheet** per month/quarter summarizing the basis and numbers.

Fallback model (only if benefits tracking isn't ready yet, by mutual agreement):

Payout = 10% × Net Platform Fees (temporary until benefits measurement is enabled)

- *Net Platform Fees* = subscription + usage fees **actually paid** to Verit, after discounts, credits, chargebacks, and taxes.

---

5) What Counts as a "Qualified Referral"

A referral is **qualified** when all are true:

1. You email **hero@veritglobal.com** with the **contact's name, role, company, email/phone**, and a **two-sentence why-fit**.
2. The contact **acknowledges the intro** (reply-all or meeting accepted).
3. The account was **not in active sales** with Verit in the prior 60 days.
4. The account signs any of: **paid pilot**, **subscription**, or **MSA** within **180 days** of the intro (extensions possible by mutual note).

We'll confirm **acceptance** or give you a reason (e.g., duplicate) within **5 business days** of your intro.

---

6) Payment Terms (At a Glance)

- **Cadence:** Monthly (default) or quarterly.
- **Method:** ACH/wire; we'll collect W-9/W-8 and KYC details at acceptance.
- **Statements:** We'll send a statement with the **period benefits**, **evidence summary**, and **10% payout calculation**.
- **Minimum:** No minimum; small payouts accrue until ≥ $200 or quarter end.
- **Currency:** USD (others on request).
- **Taxes:** You're responsible for applicable taxes on your earnings.

---

7) Examples (Illustrative)

- **Marketplace** previously leaked **$4,000/mo** to rounding drift & timing variance (proved via replay) → Platform Benefits **$4,000/mo** → You earn **$400/mo**.
- **Platform** prevented **$12,000** in double-payouts in Q4 (tagged by reason codes) → You earn **$1,200** for that quarter.
- **Enterprise pilot** verified **$25,000** benefit from reconciliation and audit savings → You earn **$2,500** upon payment.

(Numbers illustrative; basis documented on the Benefits Worksheet.)

---

8) Do's & Don'ts

Do

- Send crisp intros with context: problem, urgency, what changed.
- Mention we **don't replace payment rails**; we **overlay** and **prove correctness**.
- Use the value frame: *"Bit-for-bit reproducible, cryptographically verifiable settlement."*

Don't

- Promise discounts, timelines, or features on our behalf.
- Represent yourself as Verit staff or agent.
- Share confidential materials outside what Verit provides.

---

9) Simple Paperwork

We keep it lightweight:

1. **Referral Acknowledgement** (1 page) — confirms the referral, payout model, and tracking ID.
2. **Payout Addendum** (boilerplate) — sets payment method, cadence, and tax docs.

Both are e-signed and linked to the referred account.

---

10) How To Send a Referral (Template)

Email: hero@veritglobal.com
Subject: Hero referral — *<Company / Contact>*

Intro:
• Person/Company:
• Contact (email/phone):
• Role + decision area:
• Why a fit (2–3 bullets):
• Timing (any deadline?):
• Your name + payment details:

We'll reply inside **1–2 business days** with acceptance status and next steps.

11) Tracking & Transparency

- You'll get a **Referral ID** and a **shared status** (accepted, in-discovery, pilot, closed-won).
- Once paying, you'll receive **period statements** with **benefits computation** and payout calculation.
- If the customer pauses or churns, we'll note that in the statement.

12) Edge Cases & Fairness

- **Duplicates:** If multiple intros arrive, the **first accepted** wins; we'll try to coordinate fairly.
- **Multi-entity groups:** If an intro lands us in a parent group and **we expand** to subsidiaries, we'll include related entities **where the intro was causally material** (documented in the Acknowledgement).
- **Channels/Resellers:** If a formal reseller is involved, we keep your **10% referrer payout** separate from any reseller margins.

13) Compliance & Ethics

- We'll **decline** referrals that create conflicts of interest or breach third-party policies