



Skytab POS Independent
Sales Partner Application



SALES PARTNERSHIP PROGRAM



REVENUE SHARING PROGRAM - SCHEDULE A

PRICING	OPTION 1 Integrated Payments (ISV integrations, Hotel 101, Micros 101, Legacy POS as permitted)	OPTION 2 Non-Integrated Payments (free terminals, VAR sheets, etc.)
ASSOCIATION FEES		
Interchange, dues and assessments charged by the Card Associations (the percent amount will also be carried over on all transaction fees, revenue streams, and percent of profitability)	See interchange guidelines Pass-through 40%	See interchange guidelines Pass-through 55%
TRANSACTION FEES		
VISA, MASTERCARD, DISCOVER AND AMEX INTERCHANGE Dues and assessments, downgrades	Pass-through	Pass-through
TRANSACTION FEE - VISA AND MASTERCARD Authorization/capture/settlement for IP transactions. Additional \$0.01 surcharge applies per dial-up transaction.	\$0.05	\$0.03
TRANSACTION FEE - OTHER Applies to American Express, Discover, EBT and debit transactions as well as batches	\$0.05	\$0.05
BIN SPONSORSHIP Shared expense	2.5 basis points	2.5 basis points
AMEX OPTBLUE BIN SPONSORSHIP & PROCESSOR ACCESS Shared expense	25 basis points	25 basis points
ACCOUNT FEES		
MONTHLY PROGRAM SUPPORT FEE Per merchant and includes 24/7 customer service and technical support, imprinter plates, welcome kits and deployment.	\$4.75	\$4.75
MONTHLY MINIMUM Recommended price \$25.00/month. Most bonus programs require \$25.00 monthly minimum (see specific bonuses for details).	\$0.00	\$0.00
RISK MANAGEMENT		
CHARGEBACK FEE	\$15.00	\$15.00
RETRIEVAL REQUEST	\$5.00	\$5.00
RISK OWNERSHIP TO SALES PARTNERS	N/A	N/A



BONUS PROGRAMS



OPTION 1 BONUS

Integrated Payments (ISV integrations, Hotel 101, Micros 101, Legacy POS as permitted)

10X PAYOUT WITH \$1,500 UP-FRONT

BASED ON SALES PARTNER'S AVERAGE ACTUAL MONTHLY PROFITABILITY

Example: If the account earns \$80/month in profitability, the Sales Partner's bonus will be \$800.

Sales Partner shall be eligible for a bonus for a referred merchant that enters into a Merchant Processing Agreement in an amount of 10 times the average monthly profitability of the merchant ("Profitability Bonus"). \$1,500.00 of the Profitability Bonus is paid upon Shift4's approval of merchant account and the merchant entered into a Merchant Processing Agreement ("Initial Profitability Bonus Payment"). The remainder of the Profitability Bonus will be paid based on Sales Partner's average monthly profitability (after costs), as determined by Shift4, for the first two full months of a Merchant's processing (less Initial Bonus Payment) ("Profitability Bonus Adjustment"). Ex: If the merchant's first transaction (excluding test transactions) is on or before the 5th of a given month, then Profitability Bonus Adjustment will be based on Sales Partner's profitability from that month and the following month. If deal is submitted after the 5th, the Profitability Bonus Adjustment will be based off of the following two months. The Maximum Profitability Bonus is equal to \$7,000 per merchant location. Bonus will be retracted from Sales Partner if the merchant does not begin processing, cancels, materially reduces processing volume, or processing rates or the or any other fees are reduced and/or removed within twelve months from the date of Profitability Bonus Adjustment being paid. Merchant's requiring a POS System, wireless terminal, or mobile solution are not eligible for the Profitability Bonus. Profitability Bonuses for merchants with multiple locations or multiple merchant identification numbers at one location will only be eligible for one Profitability Bonus which shall be based on combined processing volume and average monthly profitability.



OPTION 2 BONUS

Non-Integrated Payments (free terminals, VAR sheets, etc.)

8X PAYOUT WITH \$500 UP-FRONT

BASED ON SALES PARTNER'S AVERAGE ACTUAL MONTHLY PROFITABILITY

Example: If the account earns \$80/month in profitability, the Sales Partner's bonus will be \$800.

Sales Partner shall be eligible for a bonus for a referred merchant that enters into a Merchant Processing Agreement in an amount of 15 times the average monthly profitability of the merchant ("Profitability Bonus"). \$500.00 of the Profitability Bonus is paid upon Shift4's approval of merchant account and the merchant entered into a Merchant Processing Agreement ("Initial Profitability Bonus Payment"). The remainder of the Profitability Bonus will be paid based on Sales Partner's average monthly profitability (after costs), as determined by Shift4, for the first two full months of a Merchant's processing (less Initial Bonus Payment) ("Profitability Bonus Adjustment"). Ex: If the merchant's first transaction (excluding test transactions) is on or before the 5th of a given month, then Profitability Bonus Adjustment will be based on Sales Partner's profitability from that month and the following month. If deal is submitted after the 5th, the Profitability Bonus Adjustment will be based off of the following two months. The Maximum Profitability Bonus is equal to \$3,000 per merchant location. Bonus will be retracted from Sales Partner if the merchant does not begin processing, cancels, materially reduces processing volume, or processing rates or the or any other fees are reduced and/or removed within twelve months from the date of Profitability Bonus Adjustment being paid. Merchant's requiring a POS System, wireless terminal, or mobile solution are not eligible for the Profitability Bonus. Profitability Bonuses for merchants with multiple locations or multiple merchant identification numbers at one location will only be eligible for one Profitability Bonus which shall be based on combined processing volume and average monthly profitability.



SKYTAB POS REFERRAL BONUS

\$1,000 UP-FRONT BONUS

SkyTab Referral Bonus is paid per merchant identification number once the merchant enters into a Merchant Processing Agreement and begins processing. Subject to profitability requirements. SkyTab Referral Bonus will be charged back if a Merchant does not begin processing, materially reduces processing volume, or processing rates or any other fees are reduced and/or removed within twelve months from the end of the first full month that the merchant processes transactions. In order to be eligible to receive the SkyTab Referral Bonus Sales Partner must submit a Referral Form setting forth the legal name, address, and contact information of the potential merchant.





PARTNER CONTRACT

SALES PARTNER INFORMATION

OFFICE NAME:

DATE:

COMPANY NAME (if any):

FEDERAL TAX ID:

COMPANY ADDRESS:

STATE:

ZIP:

COMPANY PHONE NUMBER:

COMPANY EMAIL:

CONTACT NAME:

DATE OF BIRTH:

PERSONAL EMAIL:

SOCIAL SECURITY NUMBER:

CELL PHONE NUMBER:

LENGTH OF TIME IN POS INDUSTRY (past experience):

NAMES OF POS SYSTEMS SOLD:

DESIRED SALES TERRITORY:

INTENDED AMOUNT OF HOURS EACH WEEK:

INTERNAL USE:

APPROVAL CODE:



PARTNER CONTRACT

TERMS

PASS-THROUGH FEES - These fees are back-end charges, including but not limited to the cost of postage, paper statements, merchant records, terminal records, TMF look-ups, arbitration and RMS fees. A \$1.75 fee for each Voice Authorization also applies over network pass-through costs. If any pass-through fees are applicable, they will be priced at cost and passed-through to Sales Partner.

SPECIAL TERMS - This Revenue Sharing Program is part of the Shift4 Independent Sales Organization Agreement, Dealer Agreement, Partner Agreement, and/or Merchant Services Addendum. In the event there is any inconsistency between those agreements and this Schedule A, this Schedule A shall govern. Additional terms and conditions may apply. All approved applications will be paid in accordance to the Option chosen at the time the application is submitted. If there is any change to the service offering which would cause a change to the Option originally chosen, Sales Partner shall be paid at the appropriate Option from the date of the change in service (ex. A Merchant signed on Option 2 later wants a free terminal (Option 1). The Sales Partner will be paid in accordance with Option 1 from the date that the new Option is selected. This result may increase or decrease the residual split). Only new merchants that are not already on Shift4's platform qualify for the pricing in this Schedule A. The legacy Shift4/Harbortouch rewards program will cease as of the effective date of this Schedule A at which time any earned but unused rewards shall be forfeited. Shift4 shall retract any and all commissions paid to Sales Partner for equipment placed at a Merchant location in the event that the Merchant for which commissions were earned cancels, materially reduces processing volume, or any other fees are reduced or removed within twelve months from the date of Adjustment as explained above. Sales Partner agrees to use reasonable efforts in assisting Shift4's retrieval of the POS Equipment and Add-Ons in event of merchant cancellation or termination. This Schedule A may be amended upon notice to Sales Partner.

FULL NAME:	FULL NAME:
POSITION:	POSITION:
DATE:	DATE: