

ActPlease.com - Summary of Distributorship Policy

(This is not a Formal Distributorship Agreement)

What do we expect from our Distributors?

We expect the following from our distributors:

- (a) To promote the product in the designated market
- (b) To approach prospective customers through emails, mailers, visits
- (c) To create awareness about the benefits offered by the product
- (d) To demonstrate the product
- (e) To sell the product
- (f) To configure the product as needed
- (g) To support the customer to derive maximum benefits from the product

Note: The distributor may handle all of the above or the items from (a) to (e).

What do we provide to our Distributors?

We provide the following to our distributors:

- (a) Training (related to configuration, use, marketing & support)
- (b) Marketing Materials in e-form (Brochures, FAQs, Templates for communications)
- (c) Internet access to ActPlease.com
- (d) Technical assistance on phone and internet as needed. Executive visit if needed

Our commercial terms?

We offer 35% commission on sales achieved in case of handling of all the functions (from (a) to (g)) as listed in the first paragraph. The commission is payable on receipt of full payment in our account and on complete implementation of the product for the customer. The commission amount is disbursed on month to month basis.

Engagement Models

- (1) Exclusive Distributorship (for a region and / or for a customer type) — Any sale in the designated region and customer type go to the distributor's credit. No other distributor to be appointed for the designated region and customer type. Sales targets set. The stated commission to be available on achievement of sales target. Pro-rata reduction in the commission for sales performance below the agreed target. No commission payable in case of sales below 50% of the agreed target.
- (2) Non-Exclusive Distributorship (for a region and / or for a customer type) — Commission payable on sale to sale basis.