

## Value-Added Partner (VAP) Program



In a fast-paced world, it takes a great team to edge out the competition. VizSeek is building a best-in-class partner network that offers the highest level of products and services. VizSeek is always looking for valuable partners to add to our team – partners who have industry and technical expertise, a strong focus on customer services, and a sound business model.

Over the past six years, VizSeek has grown to become a leader in innovative software, winning the Tibbets (National Small Business Innovations Research Technology Council) Award and the Innovation Award of the Year (recognized by the Johnson Center for Entrepreneurship & Innovation).

VizSeek’s mission is to connect the world’s industrial users through online communities of interest, providing the knowledge and tools to identify business opportunities and make intelligent business decisions. To accomplish our mission, we developed our award-winning VizSpace platform, powered by our patented visual search engine, VizSeek, where hundreds of communities with thousands of users network. In addition, we have seeded apps (applications) within VizSpace to give our communities the benefit of productivity, marketing, and sales tools available nowhere else.

To continue this mission, our goal is to engage best-in-class partners to help us develop solutions that solve real-world problems for our customers. Thus, we implemented our Value-Added Partner (VAP) program for creating win-win partnerships.

We offer the following categories in our Value-Added Partner program. To apply, please contact us at [vap@vizseek.com](mailto:vap@vizseek.com).

Partner Type	Subscription			Custom	Implementation		Compensation Structure
	VizSpace	Apps	Customer Support	Apps	Integration /Indexing	Customer Support	
Referral	x	x					5% of total 1 <sup>st</sup> year sale
Referral Plus	x	x	x				5% of total 1 <sup>st</sup> yr sale + 1.5% of renewal
App Partner				x			Custom app subscription fee minus 15%
Business Associate*	x	x	x		x	x	10% to 20% of total 1 <sup>st</sup> yr sale + (implementation fee minus 20%) + 5% to 10% of renewal
Solution Provider*	x	x	x	x	x	x	20% to 40% of total 1 <sup>st</sup> yr sale + (implementation fee minus 20%) + (custom app subscription fee minus 15%) + 10% to 20% of renewal

\* To help us deliver the quality of service our customers have come to expect, we require that our Business Associate and Solution Provider partners meet minimum qualifications, as indicated below (not applicable to Referral, Referral Plus, or App Partners):

- Employ, on a full-time basis, appropriate and qualified sales and technical staff per authorization and partner type
- Actively market and promote leading software products
- Commit to a minimum sales quota of \$25K per rolling two quarters, beginning 90 days after signed agreement
- Maintain an office in a commercial facility—not a home office
- Offer installation, support, and training for leading software products
- Provide end-user support for leading software products
- Use some form of call tracking system to log customer incidents
- Maintain, at minimum, a T1 line or equivalent
- Provide dedicated workstations and direct Internet access for support employees
- Supply a published SLA (Service Level Agreement) for your customers with an eight hour initial response

### VizSeek

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