

# Complete Retail

## ::Reseller Program::

### Benefits to the Reseller

- Complete Retail is a full featured product that is competitively priced.
- Retail Solutions will provide valuable selling, installation and support assistance.
- Resellers will be provided with sales leads from our web site and trade shows.
- Resellers will have access to a highly-profitable store automation solution.

### Reseller Requirements

- Actively pursue the sale of Complete Retail. (We expect each Reseller to sell at least 5 licenses per year.)
- Attend a Reseller Sales Training session. (100% of cost is refunded after the 5th license is sold within 12 months.)
- Provide exceptional support to your clients.

### Reseller Options

- Sales Only Resellers - These resellers will generate the sale of Complete Retail and turn over the Installation and Support to Retail Solutions.
- Sales/Implementation Resellers - These resellers will generate the sale and complete the installation of Complete Retail with ongoing support being done by Retail Solutions.
- Full Service Resellers - These Resellers will be responsible for the sale, installation and support of the client.

### Sales Only Resellers

- **VAR Responsibilities:**
  - Generate Sales Leads
  - Submit Request For Quote to Retail Solutions.
  - Finalize the sale by obtaining 50% deposit.
  - Turn over deposit payment to Retail Solutions.
- **Retail Solutions Responsibilities:**
  - Provide Proposal to Reseller.
  - Once the deposit has been received, order equipment, configure, install and train users.
  - Once final payment is received, pay Reseller sales commission.

### Sales/Implementation Resellers

- There are a number of options available to these Resellers:
  - Purchasing: Order from your own sources or direct from us.
  - Configuration: Configure yourself or have us configure all or some hardware and software for you.

– Training: Train the end users yourself or have us provide a trainer.

## Full Service Resellers

- The same options are available to these resellers with the addition of Support:
  - Purchasing: Order from your own sources or direct from us.
  - Configuration: Configure yourself or have us configure all or some hardware and software for you.
  - Training: Train the end users yourself or have us provide a trainer.
  - Support: Provide all support to the end user or out-source some of the support to us.

## Becoming a Reseller

- Decide which type of reseller is best for you.
- Sign a reseller agreement.
- Attend a reseller training session(s).
- Purchase sales materials (optional).
- Go out and sell!