
Dr.Backup Sales Agent Responsibilities & Compensation Plan



Sales Agent Compensation Plan

- Company responsibilities
- Agent responsibilities
- Concept - “win-win-win” proposition
- Pay-n-pay - monthly commission checks
- Progressive commission schedule – revenue sharing
- Promotional codes & agent sponsored discounts
- The “fine print”

Company Responsibilities

- Operation of online backup service to high levels of service reliability
- Order fulfillment via online website – (or written customer order form by special arrangement)
- Training and sample marketing materials
- Technical support services via web, email, telephone and remote control software
- Billing and collections activities



Agent Responsibilities

- Meet agent eligibility requirements including minimum annual sales quota - maintain agent in “good standing” status
- Best-effort product marketing and sales activities required to close deal
- Represent company and products with honesty and integrity



Concept: Win-Win-Win

- Win for the client: excellent value in data backup service, personalized service
- Win for the sales agent: unlimited marketplace, empowered to keep customer happy, recurring income stream that grows with customer
- Win for Company: happy customers, stable base, economies of scale, additional agents want to join up!



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Pay-n-Pay

- Commissions calculated & paid monthly
 - Statements emailed 3rd week of month, checks follow
 - Canada and International commissions paid quarterly
- All sales commissions paid by check (agents without Federal Tax ID receive a year-end 1099)
- Upgrades and usage charges are fully commissionable to agent servicing account
- Credit card charge-backs/bounced check netted from “book” of business



Sales Commission Schedule – Percentage of Client's First Month of Full Billing*

- Starter Package – Normal Commission Applies
- Standard Package – 50%
- Professional Package – 50%
- Data Warehouse – 50%
- Additional Storage – 50%
- Full Image Backup – 50%
- Other Add-ons – 50%

* Pay-n-pay system in effect



Recurring Revenue Commission Schedule*

Monthly Billings - Net Promotional Discounts			
Tier	Sales	Amount	Pay
1	Up To	\$1,000	20% of Billings
2	Up To	\$2,500	30% of All Billings
3	Up To	\$5,000	40% of All Billings
	Over	\$5,000	Agent Agreement

* Begins with second month of service



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Promotional Codes & Agent Discounts

- Promo code uniquely identifies sales agent
- Agent may offer customers discounts off retail list
- Client/Agent must complete “Referred by” field on website when establishing a 30-day trial account
- Promo codes may offer varying % discounts and are specified on the “Quick Quote” web page if providing a price quote to end customer
- Discounts are netted off Agent book of business



The Fine Print

- Payments made to agents in good standing
- Agent affiliation may be terminated by either party with 30 days written notice
- Commission schedule may be changed annually (up or down) in response to changing business conditions
- Minimum sales activity required to maintain agent in good standing status is one new sale or upgrade per year. We will notify you if this requirement is not met and permit you specified time to re-engage in the program. If no further activity occurs, your Pro-Partner status will be inactivated and future commissions permanently suspended.
- All commission payments will be made by company; agents will NOT accept client payments directly

