



Southern Data Solutions

Sales Agent Compensation Plan

*Prepared by:
Southern Data Solutions.*

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ABOUT US:

Southern Data Solutions is a technology company (IT Services) focusing on business solutions. With many years of experience, we are dedicated to provide full consultation and implementation of high quality products at competitive prices backed by highly trained, motivated personnel. We believe that a local dealer authorized and trained by such companies as Microsoft, Cisco, and HP, with partnerships with the leading edge of other hardware manufacturers, can best serve the needs of local and out of state businesses.

Southern Data Solutions, Inc. is locally owned, operated, and serving the Southeast region in computer network sales, service, and support. A value added business partner networking people and businesses, not just computer equipment. We believe in our customers, their products and services, and what it takes to make a business grow. Technology is an investment in our future not just in today's productivity. Our professionals help you to not only invest in the right infrastructure, but help to complete business puzzles. Offering customer service compared to none and over 28 years of combined experienced with all major hardware and software vendors. Partnered with those same vendors, our relationships strengthen our success and yours.

Southern Data Solutions connects you to your employees, vendors, and resources.

OBJECTIVE STATEMENT:

To successfully implement a new business partnership between *Southern Data Solutions, Inc.*, (*Southern Data Solutions, Inc.*) and said reseller. The compensation table is listed below

AGENT DESCRIPTION:

A sales position with the agent experienced in selling technology solutions or business to business sales experience. Positive, high-energy sales representative possessing strong communication and negotiation skills. Prefer a current sales rep with a current client list. Focus on achievement, self-motivation, and various interpersonal skills related to persuasion. Sales in general, but is oriented toward prospecting for new clients that are pre-qualified and interested in the service or product.

REFERRAL FEE:

Southern Data Solutions offers a one time referral fee (per lead – customer) in the amount of \$100.00 to any registered agent or individual for a qualified lead (defined as all contact information provided for potential customer and digital introduction [via email]) that results in a new contract customer or a sizeable project. Stipulations of said referral are as follows:

- Referral fee is rewarded one time and is paid upon Southern Data Solutions receipt of paid invoice of a support contract or project in the amount of \$1,000.00 or greater.
- No limitation to number of referral fees to agent or individual providing each meets the criteria set forth in this document as a whole.

COMMISSION BASE COMPENSATION PLAN

Southern Data Solutions offers the following percentage based commission to any registered agent or individual and is rewarded for a new contract customer or a sizeable project. Stipulations of said compensation plan are as follows:

Compensation: Commission Rate (rates subject to change - based on profit margin for hourly projects*)

- 3 - 5% commission on projects valued \$0-\$6000
- 6 - 9% commission on projects valued \$6000-\$15,000
- 10 - 14% commission on projects valued \$15,000-\$25,000
- 15 - 20% commission on projects valued \$25,000 and above

*Does not include hardware, software, licensing, or other. Only paid for hourly work billed and paid

GENERAL ASSUMPTIONS:

From discussions with agent, *Southern Data Solutions, Inc.* makes the following assumptions concerning the agreement:

- Agent agrees to not sell/resell services of a competitive nature including but not limited to all IT service companies in or around the South East region of the United States.
- All prospects will become customers of Southern Data Solutions.
- If required, additional contact information or additional information gathering may need to be supplied at the discretion of Southern Data Solutions, Inc.
- Any change to the above will require written authorization and agreement prior to execution.
- All time and resources utilized by agent are **NOT** subject for reimbursement.
- All agents agree to sign non disclosure agreement, non compete agreements, and any other documents *Southern Data Solutions, Inc.* deems necessary for the agreement.

IN WITNESS WHEREOF, the parties hereto have signed this Agreement the date and year first written above by their duly authorized representatives.

Accepted (signature)	Accepted (signature)
By :	By:
EIN - SSN :	Title :
Date :	Date :

Please email to info@sdsinc.com or fax to (678) 727-9232