



Application For Reseller Partner (**Global**)

myworkspace Reseller Partner

Global Partners

Application Form

A great opportunity to expand your business ...

*supporting and/or reselling
myworkspace ...*

an integrated online business management system.

W: myworkspace.com

P: +61 2 8005 1436

E: info@myworkspace.com

Skype: support.myworkspace



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Opportunity *(This section does not form part of the agreement and is informational only)*

myworkspace has strategically positioned itself as an initiator in the next generation *Business Services Utility* market. We are an Australian originated service, focused on delivering next generation Internet-based information management services to small and medium sized businesses around the world.

Having started operations in 2000, myworkspace now has a well established:

- Technology base
- Partner base
- Customer base

With an ever-increasing awareness in the value of Internet systems, we are accelerating the growth of the myworkspace business.

There are enormous opportunities for aligned businesses to partner with myworkspace to:

- Leverage more return out of their existing customer base
- Generate more services income for those within their own network – by servicing myworkspace customers
- Add more value to their offering
- Establish a strategic position within the rapidly emerging “software as a service” market
- Become an early adopter in the next generation “Business Services Utility” model

Becoming a myworkspace Network Partner is a great way to compliment your existing business services ... myworkspace clients are constantly seeking our recommendation for aligned:

- software & hardware specialists
- communication providers
- website designers
- business improvement specialists
- bookkeepers & accountants
- virtual assistants
- trainers



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The following information represents part of our mutual agreement under the myworkspace Reseller Partner membership. As such, when returning this application, you should sign/initial each page.

What Could I Be Doing?

- Training people how to use myworkspace
- Attracting new customers
- Visiting businesses on site
- Interpreting business needs
- Ongoing client support

What skills do I need?

- Desire for success
- Great communication skills
- Understanding of key business concepts
- Customer focused
- To be a dynamic team member within our network
- The desire to embrace new technology

What will I get?

- Initial Training
- Ongoing Technical Support
- Online Support knowledgebase
- Marketing Material
- Certification - **myworkspace Partner Approved** (Support Partners only)

What commitment do I need to make?

- A willingness to stay up-to-date with latest enhancements
- Participation in regular online update sessions to learn new functionality



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How do I make money?

Sales Commission

- Refer a sale to myworkspace – 7.5% of recurring monthly client subscription income
- Close the sale yourself – additional 7.5% of recurring monthly client subscription income + \$29 (*share of client's connection fee if applicable*)
- Provision of client support services - additional 7.5% of recurring monthly client subscription income

NB Commission is limited to be payable on client subscriptions to myworkspace::business, myworkspace::accounting, myworkspace::financial services, myworkspace::express, Document Storage Fees and Online Shop Sales.

A total of up to 22.5% recurring monthly commission.

If you bring onboard another network partner, or reseller partner, we will also pay you a commission of 5% on that partner's client subscriptions.

Support

- Invoice your client direct for any billable training & support you provide (*NB an allowance is made by myworkspace for 'first line' non-billable support via the commission structure above*)

Have more questions?

- Call +61 2 8005 1436 and talk to our Support Coordinator
- check out myworkspacepartners.com
- Support Partners can also view myworkspacesupport.com
- e-mail us at **partner.support@myworkspace.com**



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Like to get started?

Simply complete your details below and fax to us on +61 7 3009 0383.

This application to become a myworkspace Reseller Partner is made on _____ (date) between

Your Business:			
Name			
ABN			
Street Address			
	Suburb	State	Post Code
Mailing Address			
	Suburb	State	Post Code
Business Phone			
Business eMail			
Website Address (Domain Name)			
Main Contact:			
Name	Title	First	Surname
Position (eg Director, Owner)			
eMail			
Phone			
Mobile			

in this agreement to be referred to as (**"THE APPLICANT"**)

and myworkspace Pty Ltd (ABN 22 123 303 211)
146 Woodlands Road, Gatton QLD Australia

1. The Applicant hereby applies for admission as a Reseller Partner of myworkspace Pty Ltd as indicated by this agreement.
2. Upon acceptance of this application by myworkspace Pty Ltd the applicant will also be granted a logon to the myworkspace Service governed by the conditions of the Terms of Use Agreement.
3. Via the use of the services it is assumed that the applicant agrees to the Terms of Use Agreement as per the myworkspace.com.au website.

Please read these Terms of Use Agreement carefully. It is a condition of your use of the Service that you comply with the Terms of Use Agreement.



Application For Reseller Partner (Global)

User Details

Your myworkspace system for your business will be initially configured with the following user logons².

Please place a ✓ in the box if you want the user to have this membership (module).

Name/eMail	Administrator ¹	Business	Accounting

Notes:

1. At least one of the users must be a System Administrator.
2. Please attach an additional page if not enough space for all the users

Business Membership includes:

- Areas of the system as outlined in the myworkspace::business membership (*refer myworkspace.com*)
- Security System
- 75MB free storage space
- Unlimited email access, mobile access via WAP and PDA
- Web-based SMS for 29c/SMS, with reply to eMail.
- Listing in myworkspace marketplace/directory
- Online Shop / Web Site
- Orders taken via Online Shop attract a transactional charge of 45c per order
- Online user guides and help text for all areas of the system

Accounting Membership includes:

- Areas of the system as outlined in the myworkspace::accounting membership (*refer to myworkspace.com*)

Invoicing Membership includes:

- Access to the invoicing and debtor reporting functionality within the myworkspace::accounting membership
- To access this membership level, you must have at least 1 user on the myworkspace::accounting membership
- Ideal for managers not in the accounting area who need access to basic client account information

Financial Services Add-On includes:

- Areas of the system as outlined in the myworkspace::financial services membership (*refer to myworkspace.com*)
- Total of 20 new policies or investments or loans (or mix) per month.
- New Policies / Investments / Loans above that in the month will attract a \$1.10 per record fee
- Automated commission calculations attract a transaction fee of 15c per calculation



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Renewable Monthly Service Fee (US Dollars)

The monthly service fee is payable from the date of acceptance of this application.

Description	Reseller Partner Rates	Client Rates
myworkspace::business	\$23.10 per user per month	\$33.00 per user per month
myworkspace::accounting (<i>add-on to myworkspace::business</i>)	\$19.25 per user per month	\$27.50 per user per month
myworkspace::invoicing (<i>add-on to myworkspace::business</i>) (<i>must have at least 1 user with accounting membership</i>)	\$5.25 per user per month	\$7.50 per user per month
myworkspace::financial services (<i>add-on to myworkspace::business ... refer additional transactional fees above</i>)	\$15.40 per user per month	\$22.00 per user per month
myworkspace::express (<i>add-on to myworkspace::business</i>)	\$7.70 per user per month	\$11.00 per user per month
Document Storage Fees	See below	See below
SMS Messages	\$0.29 per message	\$0.29 per message
Online Shop Sales	\$0.45 per order	\$0.45 per order
Hosting of domain based emails	\$2.50 per mailbox per month	\$2.50 per mailbox per month
Domain Registration ".com.au" (2 years)	\$70	\$70
Domain Registration ".com" (1 year) <i>Other domain types available on request.</i>	\$40	\$40
Sync Services (Synchronise your contacts and diary on to your phone)	\$7.50 per user per month	\$7.50 per user per month
Secure Client Zone – Network Advertising subsidised (<i>knowledgebase access, messaging & collaboration</i>)	\$3.30 per user per month	\$3.30 per user per month
Secure Client Zone – No Network Advertising	\$7.50 per user per month	\$7.50 per user per month

Data Storage Fees (measured via Data storage levels at the end of each month):

- 75MB included per user logon
- First 1GB of storage in excess of included storage:
Partners - \$0.055/MB per month
Clients - \$0.065/MB per Month
- Proportion greater than 1GB:
Partners - \$0.021/MB per month
Clients - \$0.025/MB per month

Example (partner rates): 1. 25GB with 2 users = (1250 - (2 x 75)) = 1.1GB excess = (1000 x .055) + (100 x \$0.021) = \$57.10

Connection Fees

- A once-off myworkspace Connection Fee of \$129 is payable per business (not applicable for partners).
- A once-off Sync Services connection fee of \$110 is payable per user.

Payment Terms

All payments are due within 7 days of invoice date. Remittance is to be made by Electronic Funds Transfer (EFT).

Commission payments due to your business will be processed via EFT.



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Other Information

Where did find out about us? <i>eg Referrer's Name if referred.</i>	
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Directory Listing

As part of your subscription to myworkspace you receive a free listing in the myworkspace directory, allowing other myworkspace members to find out about your services. If you complete the details below, we will set up your initial directory listing. You can always edit it later through My Profile, My Online Profile.

Description	
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Directory Advertising

In addition to your free directory listing you can further promote your business using the highly effective advertising system. This allows you to place advertisements that appear in the footer of myworkspace and other key parts of the system. You pay a fee every time the advertisement is shown and clicked on. The fee will vary depending on where and when your advertisement is shown. When you set up an advertisement you specify a maximum budget per month (minimum \$30/month). If you complete the following section we can set up an initial advertisement for you.

Advertisement	
Title (25 characters)	
Text (60 characters)	
Link (URL)	
Monthly Budget (Minimum \$30.00)	

Signed as agreement

I, _____ (signature of main contact)

an authorised officer of the Applicant hereby agree that the company accepts the terms of the Agreement described above together with the Terms of Use for the supply of the service and agrees to be bound by the Agreement.