



Getlead CRM Partner Program

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Introduction

Getlead Analytics Private Limited, hereinafter referred to as "Company," is the creator and provider of Getlead CRM, a cutting-edge Software as a Service (SAAS) solution designed to empower small and medium-scale businesses by streamlining customer relationship management. At the core of our mission is the commitment to assist businesses in optimizing their customer interactions, fostering growth, and achieving sustained success.

Product Overview

Getlead CRM is a comprehensive customer relationship management solution that offers a wide array of functionalities tailored to meet the diverse needs of businesses. It serves as a centralized hub for managing customer information, sales processes, and marketing efforts.

Key Features

Lead Management: Getlead CRM excels in lead management, providing tools for capturing, organizing, and nurturing leads throughout their lifecycle. It facilitates efficient lead tracking and conversion.

Contact Management: Our CRM offers robust contact management capabilities, enabling businesses to maintain up-to-date and organized customer databases.



Sales Pipeline: Getlead CRM visualizes the sales journey through an intuitive sales pipeline. This aids in monitoring opportunities, tracking progress, and closing deals effectively.

Task and Calendar Management: The CRM includes task and calendar management features, simplifying the scheduling of appointments, follow-ups, and other important activities.

Reporting and Analytics: Businesses can derive actionable insights from their data with our reporting and analytics tools. It provides valuable metrics for informed decision-making.

Customization: Getlead CRM is highly customizable, allowing businesses to tailor it to their specific needs, workflows, and industry requirements. This adaptability ensures a seamless fit for a variety of businesses.

Benefits for Partners

Partnering with Getlead CRM offers a range of advantages, including:

Market-Proven Solution: Gain access to a CRM solution that has demonstrated success in the market, with a track record of delivering results for businesses.

Recurring Revenue: Partners have the opportunity to generate recurring revenue through sales, support, and subscription-based models.

Training and Certification: We provide comprehensive training and certification programs to empower partners with the knowledge and skills needed to excel in promoting and implementing Getlead CRM.

Marketing Support: Partners can leverage our marketing support, including co-branding opportunities, marketing collateral, and lead generation assistance.



Target Audience

Getlead CRM is ideally suited for small and medium-scale businesses across various industries. It caters to businesses looking to enhance their customer relationship management, sales, and marketing efforts for improved efficiency and growth.

Use Cases

Our CRM has been successfully implemented in numerous scenarios, including:

Streamlining sales processes and increasing conversion rates.

Improving customer engagement and satisfaction through effective communication.

Enhancing marketing strategies with data-driven insights.

Simplifying lead tracking and nurturing for better lead-to-customer conversion.

Technical Requirements:

To fully utilize Getlead CRM, partners and users should ensure the following technical requirements are met:

Reliable internet connectivity.

Compatible web browsers and devices as specified in the system requirements documentation.



Future Developments

Our commitment to innovation means that Getlead CRM will continue to evolve. We are actively working on future updates and enhancements to provide partners and users with even more valuable features and capabilities. Stay tuned for our product roadmap updates

Pricing and Subscription Plans

Cost of Getlead CRM: ₹6999/user/year.

Subscription Options: Customers can opt for quarterly, half-yearly, or yearly subscriptions.

Discounts: Special discounts are available for those selecting the quarterly, half-yearly, and annual payment plans.

Training and Implementation Charges : Amount Equal to Three Months of Subscription

Training Charges Additional : ₹1500/Hour

Annual Payments Perks: Free implementation and 5 hours of complementary training (to be availed within a year).

Training & Implementation: All training and implementation support will be provided online.

Onsite Training & Implementation: Available at additional charges.



Reseller Program Options

Referral Partner: As a Referral Partner, you will introduce businesses to Getlead CRM.

Implementation Partner: As an Implementation Partner, you'll assist businesses in setting up and optimizing their use of Getlead CRM.

Revenue Sharing and Commissions

Commission Structure:

The revenue-sharing model for resellers and implementation partners will be outlined in this section. Commissions are typically calculated based on the sales performance and activities of the partner.

Sales Commission:

Partners may earn a commission for each sale of Getlead CRM licenses or subscriptions. The commission rate will be specified in this document and may vary based on factors such as the partner's sales volume and performance.

Subscription-Based Revenue Sharing:

In cases where Getlead CRM is offered on a subscription basis, partners may receive recurring commissions for as long as their referred customers maintain active subscriptions. This offers the potential for continuous revenue generation.



Performance Bonuses:

To incentivize exceptional performance, partners may have the opportunity to earn performance bonuses based on achieving specific sales milestones or targets. The criteria for earning these bonuses will be clearly defined.

Commission Payments and Payout Procedures

Commission Structure:

As a valued partner in the Getlead Partner Program, you are eligible to receive commissions on sales of Getlead CRM services and products. Commissions are earned when a customer, referred by you, completes a payment for Getlead services. The commission for each sale will be credited to your account following the successful processing of the customer's payment.

Payment Timeline:

To ensure proper accounting and processing, payments of commissions will be released 30 days after the subscription payment has been received and processed by Getlead. This 30-day period allows for necessary verifications and ensures compliance with financial regulations.

Minimum Payout Amount:

To streamline the payment process, the minimum payout amount for commissions is set at INR 3000. This threshold must be met or exceeded in your account before a payout request can be processed. This policy is in place to ensure efficient handling of financial transactions and administrative ease.

Payout Requests:

As a participant in the Getlead Partner Program, you can submit requests for payment of your accumulated commissions through our dedicated partner portal. This portal provides a convenient and secure way for you to manage



your commissions, view your earnings, and request payouts. To request a payout, simply log in to the partner portal, verify your earnings, and if the minimum payout amount is met, submit a payout request following the instructions provided.

Payment Method and Currency:

All commission payments will be made in the specified currency and through the payment method chosen by you at the time of registering for the Getlead Partner Program. We offer various payment methods to accommodate your preferences. Please ensure your payment details are accurate and up-to-date in the partner portal to avoid any delays in receiving your commissions.

Tracking and Reporting:

The Company will provide partners with a tracking and reporting system to monitor their sales activities, commissions earned, and bonuses achieved. Regular reports will be made available to partners.

Taxation and Withholding:

Partners are responsible for any taxation or withholding requirements related to commissions. The Company may withhold taxes as required by applicable laws and regulations.

Audit Rights:

The Company reserves the right to audit partner accounts and commission calculations to ensure accuracy and compliance with the partnership agreement. Partners are expected to cooperate with any audit requests.



Dispute Resolution:

Procedures for resolving disputes related to commissions or revenue sharing should be clearly outlined. This may involve mediation, arbitration, or another agreed-upon mechanism for dispute resolution.

Termination and Commission Payments:

The partnership agreement should specify the treatment of commissions and bonuses in the event of partnership termination. Commissions earned before termination will typically be paid out according to the agreed-upon schedule.

Changes to Commission Structure:

The Company reserves the right to make changes to the commission structure, rates, or criteria for bonuses. However, any significant changes will be communicated to partners with reasonable notice.

Non-Disclosure of Commission Details:

Partners are expected to maintain the confidentiality of commission details, including rates and payment structures, to protect sensitive financial information.



Commissions and Benefits

Below is the table detailing commissions based on sales volume:

Monthly Sales Amount (INR)	Referral Partner Commission	Implementation Partner Commission	Renewal Commission (Year 2 Onwards)
Up to 50,000	10%	25% + Implementation charges	5%
50,001 - 2 Lakh	15%	28% + Implementation charges	5%
Above 2 Lakh	20%	30% + Implementation charges	5%

Support & Communication

Disputes: For any disputes or concerns, please get in touch at support@getleadcrm.com.

Feature Updates & Training: Partners will be kept informed about new feature releases, and training sessions will be arranged.



Dedicated Partner Manager: An exclusive manager will be at your disposal to assist you.

Partner Portal: A dedicated space to keep track of payouts, referral details, and updates.

Thank you for choosing to be a part of the Getlead CRM family. Together, we'll ensure businesses reach new heights.

Warm Regards,

Team Getlead CRM.