



Consultant Referral Agreement

Commission:

Consultants will receive 5% referral/commission of the selling price of eligible sales. Eligible sales are any hardware, consumables, service plan or software sold to new clients to IBC. Existing IBC clients are not eligible for commission. Service, Parts, and Repairs of equipment are not commissionable and are a service that we provide to our customers so they will buy more new equipment and supplies from you. Resellers are encouraged to maximize profitability of their transactions and to help, each new project will be priced by an IBC sales representative. Consultants are expected to utilize IBC prepared proposals for each project. It is important to note that eligible sales will count to accrue commission for consumables, repeatable orders and service plans while you are actively reselling IBC products.

Commission examples:

Point of Sale System

Customer Buys	Commission Year 1	Commission Year 2	Commission Year 3+
Hardware			
\$25,000	\$1250	No Commission	No Commission
Services			
\$129 One Time Service	Not Eligible	Not Eligible	Not Eligible
\$2700 IT Support Plan	\$135	\$135	\$135
Consumables			
\$2000 Labels Reordered Annually	\$100	\$100	\$100
\$1000 Thermal Ribbon Reordered Annually	\$50	\$50	\$50
\$500 Receipt Paper Reordered Annually	\$25	\$25	\$25
Total Commission	\$1560	\$310	\$310

Label Printer Applicator

Customer Buys	Commission Year 1	Commission Year 2	Commission Year 3+
Hardware			
\$105,000	\$5,250	No Commission	No Commission
Services			
\$129 One Time Service	Not Eligible	Not Eligible	Not Eligible
\$12,000 Remote Support Plan	\$600	\$600	\$600
Consumables			
\$75,000 Labels Reordered Annually	\$3,750	No Commission	No Commission
\$10,000 Thermal Ribbon Reordered Annually	\$500	No Commission	No Commission
Total Commission	\$10,100	\$600	\$600



Fresh Produce End to End Traceability

Customer Buys	Commission Year 1	Commission Year 2	Commission Year 3+
Hardware			
\$275,000	\$13,750	No Commission	No Commission
Services			
\$129 One Time Service	Not Eligible	Not Eligible	Not Eligible
\$22,000 Remote Support Plan	\$1,100	\$1,100	\$1,100
Consumables			
\$215,000 Labels Reordered Annually	\$10,750	No Commission	No Commission
\$25,000 Thermal Ribbon Reordered Annually	\$1,250	No Commission	No Commission
Total Commission	\$26,850	\$1,100	\$1,100

Cannabis End to End Traceability

Customer Buys	Commission Year 1	Commission Year 2	Commission Year 3+
Hardware			
\$775,000	\$38,750	No Commission	No Commission
Services			
\$129 One Time Service	Not Eligible	Not Eligible	Not Eligible
\$38,000 Remote Support Plan	\$1,900	\$1,900	\$1,900
Consumables			
\$329,000 Labels Reordered Annually	\$16,450	No Commission	No Commission
\$55,000 Thermal Ribbon Reordered Annually	\$2,750	No Commission	No Commission
Total Commission	\$59,850	\$1,900	\$1,900

Consultant Referrers (CRS) Responsibilities:

CRS will be expected to sign a 24month Non Disclose – Non Compete agreement prior to commencement. It is expected that each CRS will make their best effort to develop new business opportunities. The activity from these efforts will be tracked on quarterly reports provided by the Consultant Resellers to the IBC Sales Manager.

It is important to note that we recommend that your IBC product focus is in areas you are most comfortable with. Also of note...existing budgeted spending items (Consumables) are an ongoing source of potential revenue for you as there is no new capital or budget required before you can take their order.

Specific Customer Information Required:

Contact Name & Company, Phone Number

Call result

Referral by Contact

Required follow up information

Ranking of the prospect as follows

What they do/make & How many locations

Products now using

Referrals maybe your largest source of quality leads

Requested quotes will be emailed daily.

Hot (will order within next two weeks)

Warm (expected to order within 30 – 60 days)

Cool (not expected to order within 60 days)

Other Information that will help you;

New opportunities forthcoming, pain currently experiencing, current supplier, price now paying,



International Bar Coding (IBC) Responsibilities:

IBC's mission is to supply better products at competitive prices and then implement more of our business systems into their infrastructure. i.e. Computers, Servers, Scanners, Handheld pc's, Wired and Wireless networks, IP Telephone systems, Security systems, Label applicators, Printer applicators, etc... All proposals required by the CRS will be completed same day and signed off by the IBC Sales Manager prior to presentation.

NOTE: All trips to IBC head office, trade shows or meetings at IBC's request will be funded by the company.

Consultant Referral Specialist (CRS) Will Be Supplied:

Shared access to the appropriate directories on the IBC file server: Brochures, Quotations etc...

Brochures, Information Packs, Sample Labels, Tags

Demonstration Products and Videos when required,

Product Training,

Weekly Webinars (as required),

Additional Sales Training (if needed),

Oversight, Guidance and Management by IBC Sales Manager,

Data Collection Systems Design by IBC team,

Label System Design for in plant needs as required,

On-Line Access to IBC Product Catalogue at the discretion of the IBC

Sales Manager (after 90 days)

On-Line Access to IBC Product Inventory at the discretion of the IBC

Sales Manager (after 90 days)

Understandings:

5% Commission on selling price paid monthly on sales that have paid.

Outstanding receivables are not commissionable till paid.

Service Work, Maintenance and Parts are not commissionable.

Service Contracts are commissionable.

In-house or Existing IBC accounts are not commissionable.

Expenses for activities conducted in the CRS area are the responsibility of the CRS.

Industries to be served will be decided by the CRS with consultation with the Sales Manager

No Sales Quotas or requirements

Customer Service calls to come directly to IBC

Direct Contact:

1-800-661-5570

Business Development

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Consultant Name

Phone Number

Address

Email

Website