



Software
Testing
Company

Partner program

1

Channel (referral) partner

Partner refers contacts to a1qa and receives commission if such contacts purchase services from a1qa. The partner leads the entire sales process independently. This program is the subject to the terms of the written agreement.

Lifetime

Partner receives 5% from customer's payments for the services under the relevant agreement with a1qa throughout the duration of the project.

12 months

Partner receives 10% from customer's payments for the services under the relevant agreement with a1qa during 12 months from the first payment receipt.

Addendum to the written agreement describes terms applicable to each type of the cooperation.

PARTNER BENEFITS

Commission

Partners receive an agreed financial reward for the efforts.

Marketing support

Upon the request, partners receive access to a range of required marketing materials: brochures, case studies, service descriptions, etc.

Technical information support

The partners get technical information support regarding a1qa services when required.

2

White label partner

The basic partner's proposal to their clients is covered by a1qa testing services. As a result, the clients get a complex solution branded with the partner's name and produced by a1qa specialists.

DOCUMENTATION OF PARTNERSHIP

This type of partnership presupposes signing two services agreements accordingly: one between partner and their client, the other – between partner and a1qa. The financial gain is the difference between the amounts that are stated within these agreements.

PRICING MODELS BETWEEN THE PARTNER AND THEIR CLIENTS



Fixed price model



Times & materials model



Dedicated team

PARTNER BENEFITS

Marketing support

Upon the request, partners receive access to a range of required marketing materials: brochures, case studies, services descriptions, etc. Should the partner require marketing materials without a1qa logo, it is arranged.

Technical information support

The partners get technical information support regarding our services when required. a1qa provides dedicated sales representatives along with technical experts to assist partner during calls with the client.