



HandiFox

Partner Program Guide

Tecom Group, Inc.
2019

The HandiFox Partner Program is designed for but not limited to:

- QuickBooks ProAdvisors and Resellers
- CPAs
- Business and Technology Consultants
- Software/Barcoding Hardware integrators and distributors
- VARs
- Content publishers

It is flexible and designed to meet requirements of most distribution and integration businesses. It allows you to:

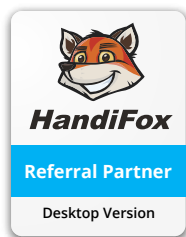
- Extend relationship with customers
- Offer HandiFox as a distinct Product or bundled with other Products and Services
- Add revenue to the bottom line by spreading the word about HandiFox

Partner Program consists of two sub-programs:

- HandiFox Desktop Partner Program
- HandiFox Online Partner Program

NB! You are welcome to apply for several options at a time

HANDIFOX DESKTOP PARTNER PROGRAM

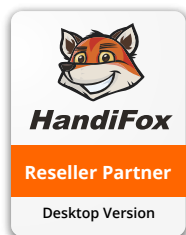


Referral Partner

Provide the HandiFox team with the contact information of a prospect by filling out the Lead Form on the Partner Portal or by contacting our partner manager.

Referrer Partner Commission – 10% per each product or service sold by the HandiFox sales team to a referral.

Place a partner link on your website in exchange for a 5% commission for each product or service sold by the HandiFox sales team to a referral coming from your site.



Reseller Partner

HandiFox resellers are expected to have good knowledge of the product and be able to sell the HandiFox software products or service contracts to clients on their own as well as provide 1st line of qualified support of the Product. The HandiFox team will be happy to assist if necessary.

The Reseller Program has a progressive scale of commission payment. Depending on the sales volumes in the reporting period (calendar quarter), a partner obtains a particular partner level, which gives a corresponding discount on the product or services.

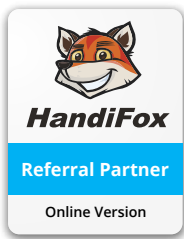
The revision of the partner level takes place at the end of each reporting period and changes according to its results. New partners start with the silver level. A higher level will be awarded if the Reseller Program requirements are met.

The Reseller Discounts are reflected below:

Partner level	Sales Quota (Quarter)	Partner Product and Services Discounts			
		Product Discount		Support Discount	
		Inventory	Sales	Inventory	Sales
Silver	Silver	20%	20%	10%	10%
Gold	Gold	30%	30%	20%	20%
Platinum	Platinum	40%	40%	30%	30%

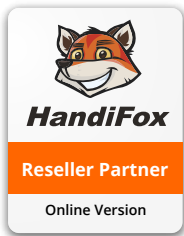
HANDIFOX ONLINE PARTNER PROGRAM

HandiFox Online can become a truly valuable addition to your toolkit and enable you to attract a wider audience.



Referral Partner

Provide the HandiFox sales team with the contact information of potential customers by filling out the Lead Form on the Partner Portal or by contacting our Partner Manager. Earn 10% of the revenue from your referral customers in the first year after they become paying customers.



Reseller Partner

- 20% discount for a new subscription/additional license sold to a customer
- 10% for Subscription prolongation by your current customer

The Reseller is eligible for a discount within the whole period of customer’s subscription.

The HandiFox Partner Program entails sales and marketing support/collateral.

NB! You are welcome to apply for several options at a time

HANDIFOX PARTNER PROGRAM: PAYMENT TERMS

HANDIFOX DESKTOP REFERRAL PARTNER:

The company pays the commission to the partner in the U.S. dollars by check on a monthly basis within 15 days after the reporting period (month).

HANDIFOX ONLINE REFERRAL PARTNER:

The commission is paid each quarter by check or via PayPal when the balance reaches \$100. If the partner's balance is less than \$100 we'll automatically carry it forward to the next month.

HOW TO GET LISTED IN "LOCATE A CONSULTANT" SECTION?

This section is specifically designed for proven and experienced HandiFox Resellers (both Desktop and Online) who deliver value of HandiFox to their customers actively offering the Product and significant sales volumes on Quarter basis. In exchange for their efforts, HandiFox agrees to actively promote them as HandiFox Approved local consultants on our [Partner Page](#) and introduce them to our prospects and clients thus offering a complete solution in line.

Want to grow your business? Contact our partner manager [Mike Polozov](#) to find out more

SEE WHAT OUR PARTNERS SAY



Bob Hogan

[Barcode Shack](#)

(Maryland, USA)

"HandiFox is an ideal solution for our clients who are satisfied with the functionality of QuickBooks but need a way to update the inventory in QuickBooks with a mobile device when away from their PC."



Chad Small

[Integrated Payment Systems](#)

(Barbados)

"HandiFox is serious bang for the buck."



Scott Gregory

[Bottom Line Accounting Solutions](#)

(Ohio, USA)

"The Handifox solution has been a very welcome addition to my toolkit. The support I have received to pre-sales and product questions has been excellent, and the Handifox team has been exceptionally helpful in dealing with clients and prospects that have an interest in the software..."



Aaron Mukumba

[StampAfrica](#)

(Zambia, Africa)

"I like the fact that you can work from anywhere, synchronizing with the office. That's on itself makes it the best app. It could make it easy for everyone to manage their business effectively."

FREQUENTLY ASKED QUESTIONS

We have been receiving a number of repeated questions from consultants and in order to save your time, please look for the answers below:

Q

Question

Who will benefit from HandiFox Partner Program?

Answer

A

It is good for QuickBooks ProAdvisors, Inventory experts, Accountants, technology and financial consultants, software integrators and barcoding hardware distributors providing products and services for customers looking for a mobile inventory and sales management solution.

Q

Question

What is an average portrait of HandiFox customer?

Answer

A

The customer has one/several locations for storing their inventory items. They sell goods from the office/truck as well as need to receive, count and ship goods with the help of barcode scanning. Annual turnover of HandiFox average user is up to \$ 1 000 000. Whether a customer uses QuickBooks or needs a standalone Inventory Management solution, they can use HandiFox.

Q

Question

Why do I have to sign up to Partner Program?

Answer

A

Partner status allows you to get access to pre-approved marketing materials, get a free-of-charge full-featured license for demo purposes, comprehensive tech support and dedicated Partner manager.

Q

Question

What is the difference between HandiFox Desktop and HandiFox Online?

Answer

A

Each HandiFox version is integrated with the relevant version of QuickBooks. Please see the Pricing and features of [HandiFox Desktop](#) and [HandiFox Online](#).



Question

Is HandiFox offered as a standalone software?

Answer



- HandiFox Desktop **completely follows** QuickBooks, which means that it downloads all the needed data from QuickBooks Company File, such as: Inventory Items, Vendors, Customers for further.
- HandiFox Online is available as a standalone Product and it allows to work with Inventory Items, Vendors and Customers independently from QuickBooks, though It is still possible to integrate with QuickBooks to use the data from Company file.



Question

How much time is needed for HandiFox Desktop deployment and commissioning?

Answer



Usually it takes up to 2 hours.



Question

I have a customer for your Product. How do I share their contacts?

Answer



Please contact our [Partner manager](#) for a complete assistance or [Submit](#) partnership request. After registration and signing Agreement you will get access to private account and leave-a-lead form.



Question

Do you provide Product training for Resellers?

Answer



Yes, this is an integral part of a fruitful and a mutually beneficial partnership.



Question

Does your Partner Program require any membership fees?

Answer



No, it is absolutely free to participate.

- Q** *Question*
Do you provide Partners with their own product license?
- Answer* **A**
Yes, each Reseller Partner is provided with their own full featured license for free.
- Q** *Question*
Is HandiFox Desktop hosted version available?
- Answer* **A**
Yes, see «Locate a consultant» table for the HandiFox approved hosts.
- Q** *Question*
Is HandiFox available outside the US?
- Answer* **A**
Yes, it is available worldwide.
- Q** *Question*
What operating systems are supported?
- Answer* **A**
HandiFox runs on Android. iOS is currently not supported.

The commission is paid each quarter by check or via PayPal when the balance reaches \$100. If the partner's balance is less than \$100 we'll automatically carry it forward to the next month.

VIDEO TUTORIALS

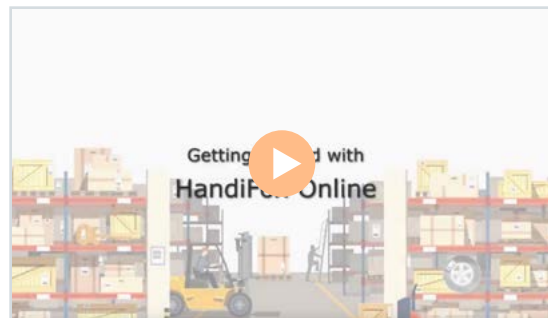
To get more details about HandiFox functionality we suggest you watch the videos below. They will make you more competent for the product advertising to your potential customers.

Feel free to share the links below with your clients.

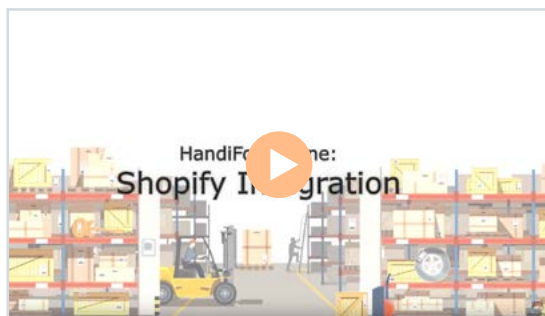
HandiFox™ - Mobile Inventory and Sales Management in sync with QuickBooks



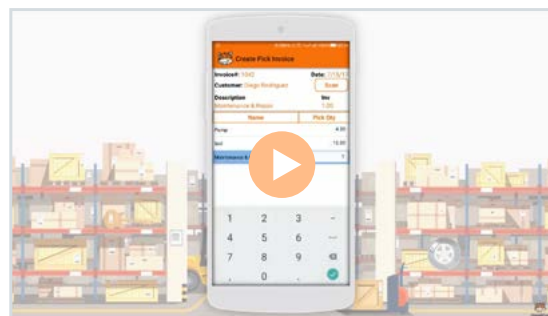
Getting Started with HandiFox DESKTOP



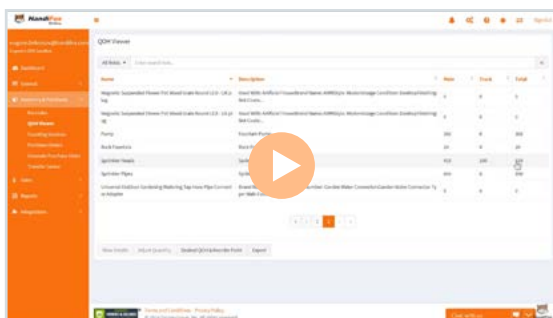
Shopify Integration in HandiFox ONLINE



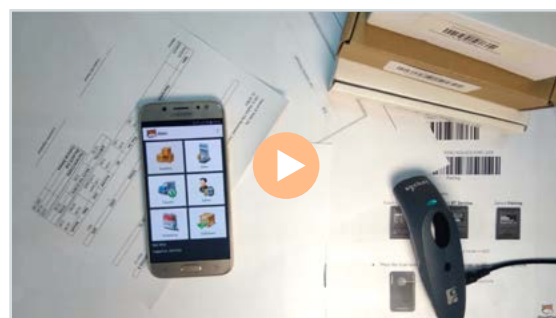
HandiFox ONLINE: Sales Features



Counting Inventory in HandiFox ONLINE



Counting Inventory in HandiFox DESKTOP



HOW TO ENROLL?

1. Register

Apply to become a HandiFox Partner by following [this link](#). Be sure to choose the partner options you are interested in.

2. Sign Partner agreement

HandiFox Partner Manager will contact you and send the agreement for your signature.

3. Get access to Partner Portal

[Log in](#) to access your Partner Page. This is where you can find the Lead Form, affiliate links and sales/marketing collaterals.

Welcome to the HandiFox Partner Program!

Questions?

Visit our website to find out more:

www.handifox.com/lp/pprogram



Mike Polozov

Partner Account Manager

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💬 <live:polozov.m>