

# Become a Partner Agent



## Work with the SimVenture Team

And be part of a Global Success Story

(updated Nov 16)

### Overview

*As the SimVenture global market expands so we continue to seek Partner Agents to work with the team. If you possess commercial sales experience and have a background in education or training then this may be an opportunity to join a group of people who are committed to developing world-class, award-winning products.*

### How to become an agent

Use the table below to select an agent package that suits you and your circumstances best. Please read the rest of this document in full so you understand the role of Partner Agent and how you will work with the SimVenture team.

Agent Package Features	Agent Status		
	Bronze	Silver	Gold
Cost of Agent Package (£) (One off joining payment)	£125	£500	£950
Discounted Sales Rate (%) on all SimVenture Simulation products sold to third parties (Training is not included)	20%	25%	30%
Permanent SimVenture Classic Licence provided	Yes	Yes	Yes
Permanent SimVenture Evolution Licence provided	Yes	Yes	Yes
Introductory 2 hours on-line training for either simulation	Yes	Yes	Yes
Advanced 4 hours of free on-line training for either simulation product	No (£250 fee applies)	Yes	Yes
Accreditation 4 hours of free on-line training for either simulation product	No (£250 fee applies)	No (£250 fee applies)	Yes
Free place at Master SimVenture Evolution course in York (July - UK)	20% Discount	50% Discount	Yes
Certification to provide SimVenture Classic Training to third party clients	No	Additional training required	Yes
Certification to provide SimVenture Evolution Training to third party clients	No	Additional training required	Yes
Option to Translate SimVenture (gains 10% commission on related sales)	No	No	Yes (subject to language)
Opportunity for Exclusivity	None	Available subject to territory	Available subject to territory

## **Benefits of working with the SimVenture Team**

Worldwide, organisations within education and corporate training sectors are looking for better ways for people to learn about the subjects of business, management and entrepreneurial leadership. Research shows SimVenture simulations have a powerful impact on learners. Unlike many resources, SimVenture simulations are designed to scale learning efficiently and effectively, accelerate skill development and make a lasting difference.

SimVenture Classic is used by hundreds of universities, schools and colleges worldwide. The product is also used by many corporates including Asda Wal-Mart, Grant Thornton, Institute of Chartered Accountants for England & Wales (ICAEW) and Telkom Indonesia. Since launch, SimVenture Classic has won 4 prestigious national awards and global product sales are increasing. There are also Spanish, Romanian, Italian and French versions of the software.

SimVenture Evolution was launched in 2016 and has specifically been designed for use within Higher Education and Corporate training environments. We plan for Evolution to become the most successful on-line simulation available. A key benefit of the Evolution pricing model is that Accounts must be repeat-purchased by the client. This provides an opportunity for customer-focused Partner Agents to develop a regular and increasing income over time.

We make no demands on Partner Agent time and you can choose to sell/market our simulations to suit you. Subject to the status you choose we provide sales, technical support and advice via email, Skype and phone. You can opt to receive training & support as well as access to a dedicated website providing free online resources.

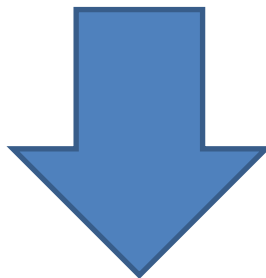
Please ask if you would like to talk with an existing Partner Agent. We'll put you in touch and you can find out what life is like working with VSL.

## **Further information and Contact details**

Please read all the information within this document. If you have any questions about becoming a Partner agent and working with the team, contact Peter Harrington. The main office line is +44 (0) 1757 248168. Please send emails to: [agent@simventure.co.uk](mailto:agent@simventure.co.uk)

Peter or a member of the team will be very happy to talk things through with you.

For further details, please read the explanatory notes on Page 3 below.



## Explanatory Notes

The following information is designed to explain each of the agent package features (Bronze, Silver, Gold, Platinum) and clarify related points.

Agent Package Features	Agent Status		
	Bronze	Silver	Gold
<b>Choose an Agent Package</b>	The Partner Agent package you select covers the support and service provided by Venture Simulations Ltd (VSL) for as long as you remain active in such work.		
<b>Maximum Discount Rate on all Sales (%)</b>	This is the discount rate you receive on all SimVenture simulation sales that you conclude. Your specific rate will be highlighted in your terms/conditions of contract.		
<b>Provision of Software</b>	On becoming a Partner Agent, 1 SimVenture Classic Licence and 1 SimVenture Evolution Licence will be provided to you free of charge. The software is for demonstration and personal use only.		
<b>Introductory Online Training (2 hrs)</b>	This introductory online training session allows the Partner Agent to work 1:1 with an expert trainer. By the end of the training the agent will understand how one SimVenture simulation works. This service is provided on a 1:1 basis only.		
<b>Advanced Online Training</b>	Advanced online training allows the Partner Agent to work 1:1 with an expert trainer on a simulation of choice. By the end of the training a Partner Agent can demonstrate the product and explain the benefits of using that simulation. This service is provided on a 1:1 basis only.		
<b>Accreditation Online Training</b>	Accreditation training (1:1) is provided so that the Partner Agent can train others how to use a specific simulation. Trained Accredited trainers can deliver SimVenture training and benefit from recovering 100% of their fee charged to the client. VSL reserves the right to quality assess training provided by the Partner Agent at a future date. This service is provided on a 1:1 basis only.		
<b>Option to Translate SimVenture</b>	SimVenture is available in multiple languages. Partner Agents can receive technical support from VSL to complete translation work. Contact the VSL team for more information.		
<b>Opportunity for Exclusivity</b>	Exclusive arrangements are only made with Partner Agents where there is a minimum 2 year working relationship. Exclusivity is typically granted on a geographical basis for a fixed period. No exclusive arrangements are available in the UK.		
<b>Bank costs &amp; Taxes</b>	International transactions (inc. agent package purchases) with are subject to a £12 bank charge. All prices quoted in this document exclude UK VAT (20%) where applicable. VAT (20% or equivalent) will be charged unless the designated country is based outside the European Union or the agent provides their VAT number for VSL invoicing purposes. All SimVenture sales (software, training or other service provided by VSL) are net of all exit taxes that may apply in any state or territory.		
<b>Is there a contract?</b>	Contracts are provided to all Partner Agents to complete and sign. Contracts last a maximum of 5 years but can be terminated by either party subject to contract. Please ask if you would like to view a template contract in advance.		
<b>When to start work as a Partner Agent?</b>	Once contracts are signed and all fees due to VSL are paid, Partner Agents can start work at a time to suit.		
<b>What happens once a Partner Agent package is agreed?</b>	When a Partner Agent package is agreed, an invoice will be supplied. Once the invoice is paid in full all services will be provided. Unless agreed otherwise, Invoices raised by VSL must be paid within 30 days of invoice date, otherwise VSL reserves the right to end the contract.		

Table 2

