

❖ Opportunities

Whether you are new to the time and attendance industry and looking to explore new opportunities or are a veteran you will find that the Timesoft Reseller programs are full of flexibility and opportunities. Becoming a Timesoft Authorized Reseller will not only give you a superior product to distribute, it will also give you deep discounts and/or generous bonuses.

❖ Easy Startup

Getting started is easy, simply review the available reseller program levels, select one and fill-out an application and you are on your way. If you are not approved to the level you specified right away, don't despair, with Timesoft your knowledge and expertise will grow quickly, and so will your status as a reseller.

❖ Benefits/Flexibility

Timesoft agent and receive qualified sales leads in your area, priority technical support, and marketing and sales assistance.

At Timesoft we understand that your needs may change and that a customer needing immediate service may contact you when your entire staff and resources are allocated to other projects and leaving the customer infinitely waiting is not good business so you turn it to us and upon completion of sale transaction get your 5%, 10%, or 20% bonus.

❖ Our Commitment

Timesoft offers you quality products backed by quality technical support. This unmatched commitment to quality products and quality technical support is engraved in our philosophy that we -- you the reseller and us the vendor -- must work together as a team to provide our customers with complete solutions; from quality products to quality technical assistance.

With a line of three quality automated time and attendance products that have a similar look and feel, are easily ungradable and provide a fast learning curve, and are backed with top-of-the line technical support, you and your customers simply can't go wrong.

Whether your technical support issue involves setting-up one of those earning codes that you've never worked with before or need assistance configuring a unique solution for a special customer, at Timesoft, you will find all the technical assistance you need.

Part of Timesoft's Quality Products and Quality Technical Support Commitment includes regular same version software updates to help you keep your customers up-to-date on the very latest software enhancement and improvements.

Timesoft offers three programs to meet your needs. As a Timesoft Authorized Reseller you will be listed as an Authorized Timesoft agent and enjoy the flexibility of moving between levels based on your current needs. The available programs are Distributor, Reseller, and Associate.

Distributor - Level 1 (Timesoft Value Added Reseller)

Cost - \$1,995.00, Start-Up kit - yes, Invoices Customer - Distributor



This company has been in T/A for at least 5 years, has a installed customer base of at least 50 average accounts or 25 med to large businesses. They also strictly sell T/A no other products unless they are allied with T/A like; HR, Payroll, and maybe Accounting. In addition, they have at least 5 sales people with a min of three doing outside sales. They also have the ability to install and support the solutions they offer. Their annual commitment has to be \$300,000 in new business and or upgrades. They make an initial investment of (we need to talk products here) on scale with the criteria set above and realistic for them to achieve the production level outlined.



Reseller - Level 2 (Timesoft Authorized Reseller or TAR)

Cost - \$995.00, Start-Up kit - yes, Invoices Customer - Timesoft

This is for the company that has a robust sales roster and an installed customer base of at least 25 accounts and has been in business not less than 3 years. This reseller may sell other T/A solutions, but limited to 2, and is interested in a single-source vending opportunity with an established supplier and good dealer support. This reseller needs to have at least three full time sales people with 2 of them on the street. They also make an annual commitment of \$200,000 in new or upgrade business. This reseller also offers after sale support but may elect to have Timesoft support their larger accounts or offer co-support of all installs. There would be a revenue share in these instances. That has to be detailed.

Associate - Level 3 (Timesoft Authorized Reseller or TAR)

Cost - n/c, Start-Up kit - no, Invoices Customer - Timesoft



This is the lowest level and demands the least in upfront commitments. This is for the dealer has really not made a commitment to any particular manufacturer or maybe not even T/A but has regular sales in T/A and related products Their installed base should be at least 15-20 businesses, been in business at least 2 years and profitable and can sell a mix of products like alarms, software, access control, phone systems, etc. They may offer only the most basic or no after sales support preferring to let us contract that and they get a revenue share. They need to have at least 2 full time sales people and the owner can be one of them. They may sell outside, over the phone, and even the Internet, but only select Timesoft products can be sold using the Internet. If they strictly want to sell over the Internet and at the lowest possible price that would be objectionable. There will be a minimum annual commitment of \$50,000 and the investment of the basic dealer kit and a no-frills relationship.