



STONS Referral Program Policies

This document, including any URLs contained herein, describes the current policies for your membership in the STONS referral program. As the program evolves, STONS may update or modify this document at its discretion. Please read these policies carefully as they contain the specific program membership qualifications and program benefits. These program policies are subject to the partner program agreement which you must accept prior to joining the program. Capitalized terms not defined in this document will have the meaning given to them in the partner program agreement.

For more information about the STONS referral program and to stay up to date with new and important information, please visit the program site, currently located at www.stons.biz/partners

CONTENT

1. Joining the STONS referral program
2. Referral payments

Joining the STONS referral program

Joining the STONS referral program requires your completion of an online application form and your acceptance of the online click through terms of agreement. Upon your acceptance into the program you will receive a welcome letter with a password to the referral submission form area. At this point, you will be eligible you will be eligible for the related benefits applicable to your program. You will be obligated to meet the membership qualifications contained and referenced in this document and the partner program agreement.



Referral program payments

Referral payments to partners are subject to the following:

All leads must be submitted and accepted through the STONS referral submission form to be eligible for payout. No exceptions.

The referral fee percentage will be based on customer classification at IBM systems at the time of deal closing.

Percentage fee and payout cap are based on customer classification

If duplicate leads are submitted by different partners, the qualified lead first submitted is eligible for referral payout

If the lead is already registered in IBM's CRM system – that lead is not qualified and not eligible for payment

To be eligible for payment you must receive a written notice from STONS confirming that:

1. The lead that you have submitted is a qualified lead (There is a need, there is budget, time frame for purchasing is up to 6 months).
2. You are the source of the lead, no other partner nor IBM are already registered your lead.

STONS will reject any and all referral leads submitted by a partner if the partner is an employee of the prospective customer referenced in the lead.

Customers under ELA contracts or customer at band level I or J or government entities are excluded from this referral program.



Customer Type (as determine by IBM)	I & A	GB LE	GB MM
GEO (location of the end user)	US & Canada	US & Canada	US & Canada
Payout	5% of New license contract value on sourced leads with payout cap	7% of New license contract value on sourced leads with payout cap	10% of New license contract value on sourced leads with payout cap
Renewals	Partners are not paid on any renewal revenue	Partners are not paid on any renewal revenue	Partners are not paid on any renewal revenue
Reinstatements	Partners are not paid on any reinstatements revenue	Partners are not paid on any reinstatements revenue	Partners are not paid on any reinstatements revenue
Eligible products	All PPA products	All PPA products	All PPA products
Payments	One lump sum payment, paid net 45 days following the quarter when the purchase was fully completed	One lump sum payment, paid net 45 days following the quarter when the purchase was fully completed	One lump sum payment, paid net 45 days following the quarter when the purchase was fully completed
Minimum deal size	\$ 5000	\$ 5000	\$ 5000
Deal timeline	Must close within 6 months of lead submission. Payments on opportunities that exceed 6 months is at STONS's discretion	Must close within 6 months of lead submission. Payments on opportunities that exceed 6 months is at STONS's discretion	Must close within 6 months of lead submission. Payments on opportunities that exceed 6 months is at STONS's discretion
Involvement in sales cycles	Sourced leads only. Partner provides notice of qualified leads	Sourced leads only. Partner provides notice of qualified leads	Sourced leads only. Partner provides notice of qualified leads
Referral payout cap	\$ 10,000	\$ 14,000	\$ 20,000