

Become a Partner Agent



Work with the SimVenture Team

Be part of a Global Success Story

(Last updated Dec 19)

Overview

As our global market expands so we continue to recruit Partner Agents. If you have business development experience, a background in education or corporate training and can influence a market sector, consider this opportunity to join a team that's committed to developing & supplying world-class products.

How to become a Partner Agent

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

On-line Training prices are per person		Partner Agent Status		
Partner Agent Package Features		Bronze	Silver	Gold
A	Cost of package (£) on becoming a Partner Agent with VSL	£200	£500	£950
B	Discounted Sales Rate (%) on all SimVenture Simulation software products sold to third parties.	20%	25%	30%
C	Personal Annual Licence provided to Partner Agent including: SimVenture Validate, SimVenture Classic and SimVenture Evolution	Free	Free	Free
D	Introductory (60 minutes) on-line training for any/all simulation product(s)	Free	Free	Free
E	On-line Accredited Tutor Training and certification of attainment (4 hrs training for 1 VSL product)	No (£250 fee applies)	Free	Free
F	On-line Master Training and certification of attainment (6 hours training for 1 VSL product)	No (£400 fee applies)	No (£400 fee applies)	Free
G	Annual Re-accreditation. Each year accredited trainers have the option to be –re-accredited. Re-accreditation is on-line, includes product updates and takes up to 4 hours	£150. Available only to trainers who are currently accredited	£150. Available only to trainers who are currently accredited	£150. Available only to trainers who are currently accredited
H	One free place on a UK off-site Accredited Tutor 1 day Course	20% Discount off standard rate	40% Discount off standard rate	Free
I	Personal Certification, demonstrating authority to train third parties with a named SimVenture product.	No	Additional training required if not accredited	Free
J	Option to Translate SimVenture (gains 10% commission on related sales – see B)	No	No	Yes (subject to language)
K	Opportunity for Exclusivity	None	Available subject to territory	Available subject to territory

Table 1

Benefits of working with the SimVenture Team

Worldwide, organisations within education and corporate training sectors are looking for more innovative ways for students and colleagues to acquire business, management, finance, commerce and entrepreneurial leadership skills. Research shows SimVenture learning solutions have a powerful impact on learners. Unlike many resources, our technology is designed to scale learning effectively, accelerate skill development and make a lasting difference.

SimVenture products are used by universities, schools and colleges worldwide. Our learning solutions have also been used by many prestigious corporates including: Barclays Bank, Asda Wal-Mart, Grant Thornton, Institute of Chartered Accountants in England & Wales (ICAEW) and Telkom Indonesia. Since launch, SimVenture Classic has won 4 prestigious national awards. There are also Spanish, Romanian, Italian and Chinese versions available. SimVenture Evolution was launched in 2016 and is designed for 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 Licences can be repeat-purchased providing an ongoing revenue stream for Partner Agents.

VSL continues to bring new products to market. Our latest product (SimVenture Validate) is very popular on business planning and new idea generation courses because the on-line tool automatically develops a content-rich Business Model Canvas as the student completes work.

We make no demands on Partner Agent time and you can choose to sell/market our simulations to suit you. Subject to the Partner Agent 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.

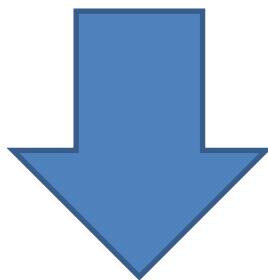
The main office line is +44 (0) 1757 248168.

Please send emails to: agent@simventure.co.uk

The website is: www.simventure.com

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 Partner Agent package features (Bronze, Silver, Gold) and clarify related points.

Agent Package Features	Agent Status		
	Bronze	Silver	Gold
Choose an Agent Package	The Partner Agent package you select includes support from Venture Simulations Ltd (VSL) for a minimum of one year. For all Accredited Partner Agent trainers, we strongly recommend re-accreditation after 12 months in post.		
Maximum Discount Rate on all Sales (%)	This value is the discount rate you receive on all SimVenture software product sales that you conclude. Your specific rate will be highlighted in your terms/conditions of contract.		
Provision of Software	On becoming a Partner Agent, 1 SimVenture Classic Licence, 1 SimVenture Evolution Licence and 1 SimVenture Validate Licence will be provided to you free of charge. The software is for demonstration and personal use only.		
Introductory Online Training	This introductory online training session allows an individual to work with an expert trainer. By the end of the training the agent will understand the basics of how one, two or three SimVenture products work. This service is costed on a 1:1 basis. Quotes can be provided for different numbers.		
Accredited Tutor Online Training	Accredited Tutor training (1:1) is a certified course and qualifies the Partner Agent to train other people within their organisation how to use a SimVenture product. Accredited Tutor Training covers most aspects of the simulation. Certificates expire after 12 months but can be renewed.		
Master Online Training	Master training (1:1) builds on Accredited Tutor and is a certified course qualifying the Partner Agent to train people who want to know how to use a SimVenture product. Master Training covers all aspects of the simulation. Certificates expire after 12 months but can be renewed.		
Training Benefits	Accredited trainers can deliver training and benefit from recovering 100% of fees charged to the end client. This service can only be supplied if the Partner Agent Trainer remains fully accredited (Annual Re-accreditation).		
Option to Translate SimVenture	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.		
Opportunity for Exclusivity	Exclusive arrangements are only made with Partner Agents where there is typically a minimum 2 year working relationship already in place. Exclusivity is typically granted on a geographical basis for a fixed period. No exclusive arrangements are available in the UK.		
Bank costs & Taxes	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.		
Is there a contract?	Contracts are provided to all Silver and Gold 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.		
When to start work as a Partner Agent?	Once contracts are signed and all fees due to VSL are paid, Partner Agents can start work at a time to suit.		
What happens once a Partner Agent package is agreed?	When a Partner Agent package is agreed, an invoice will be supplied by VSL to the Partner Agent. 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

