

# Become a Partner Agent



## Work with the SimVenture Team

Be part of a Global Success Story

(Last updated May 20)

### Overview

*As our global markets expand 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 which is fully committed to supplying world-class products and advancing learning.*

### 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 typically per person	Partner Agent Status		
	Partner Agent Package Features	Bronze	Silver	Gold
A	Base package cost (£) on becoming a Partner Agent with VSL	£250	£600	£1,250
B	Discounted Sales Rate (%) on all SimVenture products sold to third parties.	20%	25%	30%
C	Personal Annual Licences provided including: SimVenture Validate, SimVenture Classic and SimVenture Evolution	Free	Free	Free
D	Introductory on-line training for chosen software product(s)	One Product – Free Thereafter £70 Per Product	One Product – Free Thereafter £70 Per Product	All Products – Free
E	On-line Accredited Tutor Training and certification of attainment (4 hrs training per chosen VSL product)	No (£250 fee applies)	1 Product Free	2 Products Free
F	On-line Master Training and certification of attainment (6 hours training for 1 VSL product)	No (£400 fee applies)	No (£200 fee applies)	2 Products 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 Per product per person. Available only to trainers who are currently accredited	£150 Per product per person. Available only to trainers who are currently accredited	1 Person Free. Available only to trainers who are currently accredited
H	Personal Certification of Accredited Partner Agent, demonstrating authority to train third parties with a named SimVenture product.	N/A	Applicable but only when additional Accreditation training has been completed	Free
I	Option to Translate SimVenture (gains 10% commission on related sales – see B)	N/A	N/A	Yes (subject to language)
J	Opportunity for Exclusivity	N/A	N/A	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 individuals, 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 are also used by many prestigious organisations 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.

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.

A key benefit of the Evolution & Validate pricing models is the fact Licences are provided on a subscription basis and thus can be repeat-purchased. As long as any client and his/her learners benefit from and enjoy using Evolution or Validate an ongoing revenue stream for Partner Agents should result.

### **How VSL works with Partner Agents**

Whilst we provide training support, web-based materials and appropriate ongoing referrals (as they are received by the UK office) the company makes no demands on Partner Agent time. You can choose to sell/market our learning solutions to suit you and your other work requirements. However, if no sales result for a sustained period of time (minimum 9 months) VSL reserved the right to end the business relationship

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.

Unless agreed otherwise please send emails to: [agent@simventure.co.uk](mailto:agent@simventure.co.uk)

The website is: [www.simventure.com](http://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 all related points. If you have any queries, please get in touch.

Agent Package Features	Agent Status		
	Bronze	Silver	Gold
<b>Choose an Agent Package</b>	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.		
<b>Maximum Discount Rate on all Sales (%)</b>	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.		
<b>Provision of Software</b>	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.		
<b>Introductory Online Training</b>	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.		
<b>Accredited Tutor Online Training</b>	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 all key product aspects. Certificates expire after 12 months but can be renewed.		
<b>Master Online Training</b>	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 a product. Certificates expire after 12 months but can be renewed.		
<b>Training Benefits</b>	Unless otherwise agreed at the outset, accredited trainers can deliver training and benefit from recovering up to 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).		
<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 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.		
<b>Bank costs &amp; Taxes</b>	International transactions (inc. agent package purchases) with are subject to a minimum £12 bank charge. All prices quoted in this document exclude UK Value Added Tax (VAT) where applicable. VAT is charged unless the designated country is based outside the European Union or the agent provides their company VAT number for VSL invoicing purposes. All SimVenture sales (software, training or other services) 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 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.		
<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 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

