

Become a Partner Agent



Work with the SimVenture Team

Be part of a Global Success Story

(Last updated Oct 18)

Overview

As our global market expands so we need to recruit Partner Agents to work us. 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		
		Bronze	Silver	Gold
	Partner Agent Package Features			
A	Cost of package (£) on becoming a Partner Agent with VSL	£195	£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 (90 minutes) on-line training for any/all simulation product(s)	Free	Free	Free
E	Advanced (4 hours per product) on-line training with a simulation product	No (£250 fee applies)	Free	Free
F	On-line Accreditation Training and Validation of attainment (6 hours per product) with a simulation 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	£200. Available only to trainers who are currently accredited	£200. Available only to trainers who are currently accredited	£200. Available only to trainers who are currently accredited
H	One place at the Master SimVenture Evolution course in York (July - UK)	20% Discount off standard rate	40% Discount off standard rate	Free
I	Personal certification of Accreditation 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 digital natives to learn about business, management, finance, commerce 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 in 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 Chinese 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 Licences 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 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.

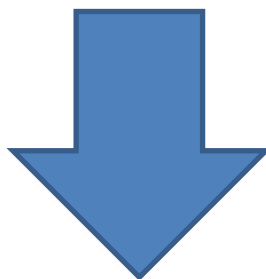
The main office line is +44 (0) 1757 248168.

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.		
Advanced Online Training	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. Quotes can be provided for different numbers.		
Accreditation Online Training	Accreditation training (1:1) is provided so that the Partner Agent can train others how to use a specific simulation. Accredited trainers can deliver SimVenture training and benefit from recovering 100% of their fee charged to the end client. This service can only be supplied if the Partner Agent Trainer remains fully accredited (Annual Re-accreditation). Please ask for a quote if you want VSL to train/accredit more than 1 person at a time.		
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

