

Become a Partner Agent



Work with the SimVenture Team

Be part of a Global Success Story

(Last updated January 22)

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 fully committed to supplying world-class products and advanced learning solutions.

How to become a Partner Agent

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

	On-line Training prices are typically per person	Partner Agent Status		
		Bronze	Silver	Gold
	Partner Agent Package Features			
A	Base package cost (£) on becoming a Partner Agent with VSL	FREE	FREE	FREE
B	Discounted Sales Rate (%) on SimVenture Classic and SimVenture Evolution when sold to third party clients	20%	25%	30%
C	Discounted Sales Rate (%) on SimVenture Validate when sold to third parties	15%	20%	20%
D	One Personal Annual Licence for each product provided when the contract starts	Yes	Yes	Yes
E	Introductory on-line training for SimVenture products (chosen by the Partner Agent)	2 Hours	4 Hours	6 Hours
F	On-line Accredited Training and certification of attainment per product	No (£300 fee per product applies)	No (£300 fee per product applies)	Yes – 1 Product. Thereafter £300 fee per product applies
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	£150 Per product per person. Available only to trainers who are currently accredited
H	Minimum value of net sales generated by Partner Agent and received by SimVenture per annum	£1,000	£2,500	£5,000
I	Option to Translate SimVenture	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, corporate and public 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. 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 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.

SimVenture 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 learner 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 licenses, 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, all contracts from January 2023 are subject to minimum sales being achieved by the Partner Agent in the 12-month period (See Table 1 (H)). Should sales targets not be achieved, SimVenture reserves the right to invoice for the outstanding minimum amount in the 12th month of the Partner Agent contract.

Subject to the 'status' you choose, we provide sales, technical support, online and email advice. You can opt to receive training & support as well as access 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 the SimVenture team.

All Partner Agent contracts need to be signed by both parties before any trading can commence. A template contract is available to review on request.

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

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 explains each of the Partner Agent package features (Bronze, Silver, Gold) and clarifies all related points. If you still have any queries, please get in touch.

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 SimVenture simulation 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 you should 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 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.		
Training Benefits	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).		
Option to Translate SimVenture	SimVenture products can be translated into other languages. Partner Agents can receive technical support from VSL to complete translation work. Contact VSL 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 or sector basis for a fixed period. No exclusive arrangements are available in the UK.		
Bank costs & Taxes	International transactions (inc. agent package purchases) 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 where applicable. All SimVenture sales (software licenses, training or other services) are net of all exit taxes that may apply in any state or territory. The Partner Agent is responsible for handling all in-country tax issues.		
Is there a contract?	Contracts are provided to all Partner Agents. Contracts last a minimum of 1 year 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 any fees due to 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 contract commences the SimVenture team will encourage regular two-way communication. The UK team is available to help on all related technical, marketing and sales matters.		

Table 2

