

ROADMAP



**Where
Innovation
Meets
Opportunity.**

Alliance Partner Welcome Guide

Agreement

Execute your agreement with DocuSign sent to your email. Please check your junk folder if the DocuSign was not received.

Technology Source believes a successful relationship starts with a commitment.

Having an agreement in writing protects all parties from misunderstandings.

An executed copy of the agreement will be provided via email or you can contact rob.o@technologysource.com



Agreement Completed

Sr. Advisor

Training Resources

Events

Products

Compensation

Your Senior Advisor

You will be teamed with an experienced Senior Advisor that will help guide your referrals to success at Technology Source.

Our Senior Advisors are highly experienced and have built their businesses from the ground up.

Your Senior Advisor will assist your referrals throughout the solution development process.

From the initial client meeting, Technology Source follows a strict process to thoroughly understand the clients needs. From there our team will work with our team of providers to identify a best-in-breed solution that meets their budget and implementation timeline.



John Perrine
Senior Advisor
Orange County,
CA



Sean Mooney
Senior Advisor
San Diego, CA



Will Patterson
Senior Advisor
Nashville, TN



Ron Reeves
Senior Advisor
Lakeland, FL

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Events and Webinars

In our Event Calendar, located within our portal, you will find the schedule of upcoming events and webinars.

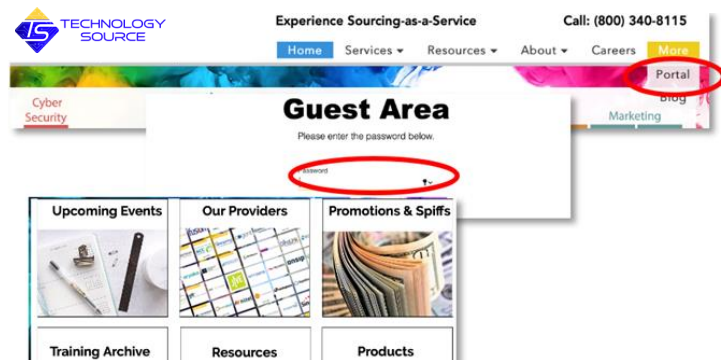
Training Archive

Gain access to years of recorded provider trainings available in our portal.



Portal Access

1. Go to our website
2. Select "Portal"
3. Enter Password: **moremoney**



Gain access to upcoming events, provider and product information, training and more.

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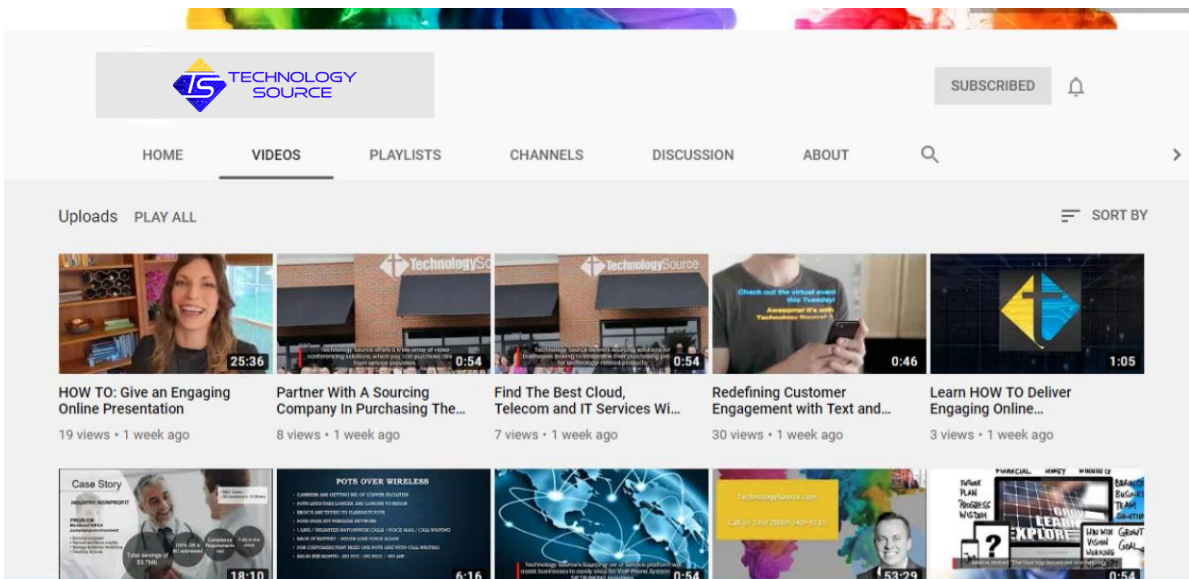
Compensation

YouTube

Please take a moment to subscribe to the Technology Source YouTube channel.

Once subscribed, you'll enjoy viewing webinars, events and other informative videos we've posted for your convenience.

Please invite your friends and business contacts to subscribe to the Technology Source YouTube channel!



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Events

A great way to educate both prospects and existing clients on new technologies and solutions.

Sponsored by our providers. Our providers can tailor presentations aimed at a particular product or trends in the market that your client would be interested in learning more about.

Venues can include Technology Source's headquarters, restaurants or entertainment venue.

TechLab

TechLab is an all-day seminar where you get the opportunity to speak directly with industry leaders about timely topics.

Learn from in-depth discussions about products and services offered by our featured providers.

Each TechLab offers certifications for the products and services covered.



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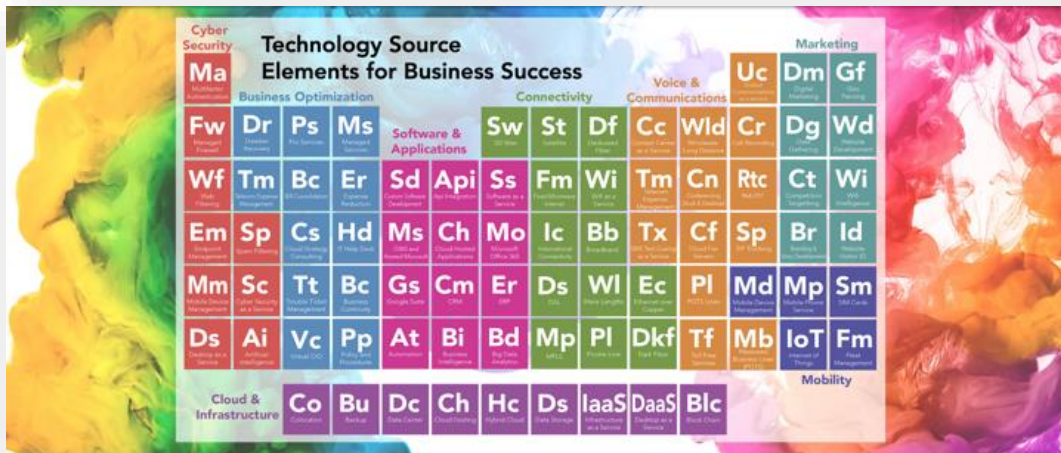
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Product Options



Ma
Fw
Wf
Em
Mm
Ds
Sp
Sc
Ai

Cyber Security

EXPLORE CYBER SECURITY PROVIDERS

- Multifactor Authentication
- Managed Firewall
- Web Filtering
- Endpoint Management
- Spam Filtering
- Mobile Device Management
- Cyber Security as a Service
- Desktop as a Service
- Artificial Intelligence

Business Optimization

EXPLORE BUSINESS OPTIMIZATION PROVIDERS

- Disaster Recovery
- Pro Services
- Managed Services
- Telecom Expense Management
- Bill Consolidation
- Expense Reduction
- Cloud Strategy Consulting
- IT Help Desk
- Trouble Ticket Management
- Business Continuity
- Virtual CIO
- Policy and Procedures

Dr	Pt	Ps	Ms
Tm	Bc	Er	
Cs	Hd		
Tt	Bc		
Vc	Pp		

Software & Applications

EXPLORE SOFTWARE & APPLICATION PROVIDERS

Sd	Api	Ss
Ms	Ch	Mo
Gs	Cm	Er
At	Bi	Bd

- Custom Software Development
- Api Integration
- Software as a Service
- O365 and Hosted Microsoft
- Cloud Hosted Applications
- Microsoft Office 365
- Google Suite
- CRM
- ERP
- Automation
- Business Intelligence
- Big Data Analytics

Connectivity

EXPLORE CONNECTIVITY PROVIDERS

- SD Wan
- Satellite
- Dedicated Fiber
- Fixed Microwave Internet
- Wifi as a Service
- International Connectivity
- Broadband
- DSL
- Wave Lengths
- Ethernet over Copper
- MPPLS
- Private Line
- Dark Fiber

Sw	St	Df
Fm	Wi	
Ic	Bb	
Ds	Wl	Ec
Mp	Pl	Dkf

Voice & Communications

EXPLORE VOICE & COMMUNICATION PROVIDERS

Uc		
Cc	Wld	Cr
Tm	Cn	Rtc
Tx	Cf	Sp
Pl		
Tf	Mb	

- Unified Communications as a Service
- Contract Center as a Service
- Wholesale Long Distance
- Call Recording
- Telecom Expense Management
- Conferencing (Audi & Desktop)
- Web RTC
- SMS text Cuing as Service
- Cloud Fax Servers
- SIP Trunking
- POTS Lines
- Toll Free Services
- Measured Business Lines (POTS)

Marketing

EXPLORE MARKETING PROVIDERS

- Digital Marketing
- Geo Fencing
- Data Gathering
- Website Development
- Competition Targeting
- Wifi Intelligence
- Branding & Story Development
- Website Visitor ID

Dm	Gf
Dg	Wd
Ct	Wi
Br	Id

Mobility

EXPLORE MOBILITY PROVIDERS

Md	Mp	Sm
IoT	Fm	

- Mobile Device Management
- Mobile Phone Service
- SIM Cards
- Internet of Things
- Fleet Management

Cloud & Infrastructure

EXPLORE CLOUD & INFRASTRUCTURE PROVIDERS

- Colocation
- Backup
- Data Center
- Cloud Hosting
- Hybrid Cloud
- Data Storage
- Infrastructure as a Service
- Desktop as a Service
- Block Chain

Co	Bu	Dc	Ch	Hc	Ds	IaaS	DaaS	Blc
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Gain financial independence.

- *The Alliance program offers two unique compensation options:*
- *Option A: Provides compensation equal to 100% of the revenue value for referrals that sign a new service agreement.*
- *If you decide to join the Technology Source team in the future, your billing base will set your base salary.*
 - *Your base salary grows as your billing base grows.*



Example: With option A--Refer a client that bills \$5,000 a month and earn \$5,000 paid the following month end. As your billing base grows, so does your salary. If your monthly recurring billing base is \$100,000, your starting salary would be \$100,000.

- *Option B: The up-front portion of your compensation is deferred. Your referrals earn a 150% revenue credit. Once you join Technology Source as an employee, your starting salary would be 150% of your monthly recurring billing base.*

Example: With option B--If your referrals result in a monthly recurring billing base of \$100,000, your starting salary would be \$150,000.

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TECHNOLOGY SOURCE | Team contacts

Partner Development Manager

When to engage

- *Systems orientation*
- *Quoting tool assistance*
- *Escalation assistance during implementation or post sale*
- *Assistance with marketing tools*
- *When you need to identify provider Account Managers that can assist with client contract renewals or add-orders.*

Su Beler
San Jose
714-313-4514
su.b@technologysource.com

Senior Advisor

When to engage

- *When contacting client prospects*
- *When meeting prospects*
- *When designing technology solutions*
- *To discuss best practices and assist with developing a plan to build your business.*

John Perrine
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714-926-6473
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Caleb Temple
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Will Patterson
Nashville, TN
615-604-8131
Will.p@technologysource.com

Ron Reeves
Lakeland, FL
863-698-4081
Ron.r@technologysource.com

TECHNOLOGY SOURCE | Team contacts

Chief Information Officer

When to engage

- Escalation assistance
- Senior Advisor is not available for a client meeting
- When IT product expertise is needed
- As an additional resource during client prospect meetings
- C-Level meetings / Enterprise client meetings

Sonya Meline
San Jose
619-379-1088
Sonya.m@technologysource.com

Chief Revenue Officer

When to engage

- Escalation assistance
- VP / Senior Advisor is not available for a client meeting
- When Telecom product expertise is needed
- As an additional resource during client prospect meetings
- C-Level meetings / Enterprise client meetings
- Contract modifications / questions

Robert Olson
Scottsdale, AZ
602-284-2007
Rob.o@technologysource.com

Additional Contact Information:

Order submission:
Commission Issues:

Orders@technologysource.com
Commissions@technologysource.com

ARIZONA
Scottsdale
By Appointment

CALIFORNIA
Orange County
714-556-8006
1551 N. Tustin Ave.
Suite #125
Santa Ana, CA 92705

GEORGIA
Atlanta
(470) 300-2550
600 Peachtree St. NE
Atlanta, GA 30308

TENNESSEE
Nashville
615-905-0090
3343 Aspen Grove Dr.
Suite 220
Franklin, TN 37067

LONDON, UK
CALL US
UK: 44-2036-087459

Sacramento
By Appointment

FLORIDA
Jacksonville
By Appointment

San Diego
760-729-5305
440 Stevens Ave.
Suite #200
Solana
Beach, CA 92075

TEXAS
Dallas
Coming Soon

NEVADA
Reno
By Appointment

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6203 San Ignacio Ave.
Suite 110,
San Jose, CA 95119