

ROADMAP



**Where
Innovation
Meets
Opportunity.**

Referral Partner Welcome Guide

WELCOME

Dear Technology Source team member,

We would like to take this opportunity to welcome you to our Referral Partner Program!

Technology Source is the **Sourcing as a Service** company with over 500 best-in-class business solution providers, serving 60+ countries around the world. For more than two decades, Technology Source has been earning trust with partners throughout the United States. When you partner with Technology Source, we make a commitment to the success of your business. *Learn more about Technology Source's Products, Services providers and global reach at: technologysource.com/services and technologysource.com/service-providers.*

Technology Source's Referral Partner Program is unique to the industry. We have paired a global product set, including IT Services, Telecom Services and Mobility services with our highly skilled Senior Advisors. Our Senior Advisors work with your referrals to provide solutions while also delivering an additional source of income for you.

Technology Source will guide your referrals through the process of identifying project requirements, designing a custom-tailored solution, assisting with vendor selection, price negotiation, implementation escalation and post sale support. You can always trust our team of professionals to deliver an outstanding experience for your referrals.

In addition, as your income increases, you may decide to join our team as a full-service partner leaving the 9-5 world to run your own business. Our referral program is the perfect foundation to building your long-term success and financial security. Ask about our Alliance program for more information on this exciting opportunity.

Sincerely,

Dominic Antonini
President

Robert Olson
Executive Vice President

Sonya Meline
Vice President

87 Products

532 Service Providers

60+ Countries

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Agreement

Technology Source believes a successful relationship starts with a commitment.

Having an agreement in writing, protects all parties from misunderstandings.

A DocuSign agreement has been sent to your email for signature. If you have not received it, please check your junk folder.

An executed copy of the agreement will be provided to you or you can contact Rob Olson at rob.o@technologysource.com.



Agreement

PDM
Orientation

Senior
Advisor

Training
Resources

Events

Products

Partner Development Managers (PDM)

Orientation

A Partner Development Manager schedules time with new referral partners during first week following receipt of your executed agreement,

Orientation Agenda

- Available partner Portal Resources
- Upcoming provider events
- Provider training calendar
- Mailchimp marketing support
- Provider escalation assistance
- Provider recommendation assistance



Su Beler

Partner Development Mgr
San Jose, CA



Your Senior Advisor

As a referral partner, you will be teamed with an experienced Senior Advisor. Our Senior Advisor 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
San Diego, CA



Sean Mooney
Senior Advisor
San Diego, CA



Will Patterson
Senior Advisor
Nashville, TN



Ron Reeves
Senior Advisor
Lakeland, FL

Agreement

PDM
Orientation

Senior
Advisor

Training
Resources

Events

Products

Training Assistance

Our Providers

Within the Technology Source Portal, located within our website, you'll have access to our available providers, their sales teams, websites, literature and training.

Event Calendar

In our Event Calendar, located within our portal, you can also find the schedule of upcoming events, webinars, and live training.

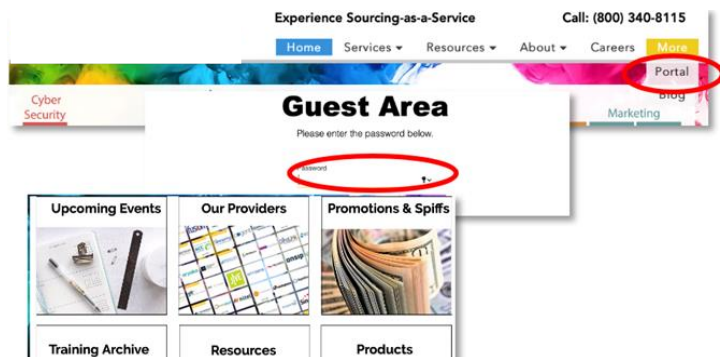
Training Archive

Gain access to years of recorded provider trainings 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.



Events

Technology Source events are a great way to educate both prospects and existing clients on new technologies and solutions.

Our providers can provide customized presentation information, that your client would be interested in learning more about.

Event venues can include Technology Source's headquarters, restaurants or other entertainment venues.

TechLab

TechLab is an all-day seminar where you'll get the opportunity to speak directly with industry leaders about available products and services.

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

Each TechLab offers certifications for the products and services covered.



Agreement

PDM
Orientation

Senior
Advisor

Training
Resources

Events

Products

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
Orange County / Los Angeles, CA
714-926-6473
John.p@technologysource.com

Sean Mooney
San Diego, CA
760-855-7326
sean.m@technologysource.com

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

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Atlanta, GA 30308

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

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

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By Appointment

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Jacksonville
By Appointment

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Beach, CA 92075

TEXAS
Dallas
Coming Soon

NEVADA
Reno
By Appointment

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