

# ROADMAP



**Where  
Innovation  
Meets  
Opportunity.**

Partner Welcome Guide

# WELCOME

Dear Technology Source Partner,

We would like to take this opportunity to welcome you to the Technology Source 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](https://technologysource.com/services) and [technologysource.com/service-providers](https://technologysource.com/service-providers).*

Technology Source provides our partners access to services on a global scale. Our product line includes access to IT Services, Network Services and Mobility Services. This wide-array of services allows our partners the ability to provide a best-in-breed solution to their clients, eliminating the need for outdated, costly and time-consuming RFPs.

We've negotiated agreements with our supplier partners that are designed to protect you—while paying some of the highest commissions in the industry.

Because your reputation and credibility are everything, our Partner Development Managers will provide guidance with provider selection that takes into account your client's exact project requirements. In addition, our Partner Development Managers provide escalation assistance in the event your client has anything other than an outstanding implementation or post-sale experience.

Further, Technology Source also provides our partners access to industry events, training and webinars lead by industry experts that provide timely information to help you maximize revenue while positioning you as an expert.

Welcome to a better way of doing business. Welcome to Technology Source.

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.*

*Execute your agreement with the DocuSign document sent to your email. If the DocuSign document was not received, please check your junk folder.*

*An executed copy of the agreement will be provided via email or you can contact Rob Olson for assistance at [rob.o@technologysource.com](mailto:rob.o@technologysource.com).*



## Partner Development Managers (PDM)

### Orientation

*A Partner Development Manager will work with you to schedule time for orientation. The orientation typically takes place the week following the 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



# ELEMENTS OF SUCCESS | Training Resources

## Training Assistance

*Within the Technology Source Portal, located within our website, you'll have access to most of our available providers. You will find information about their sales teams, website, literature and training.*



## Event Calendar

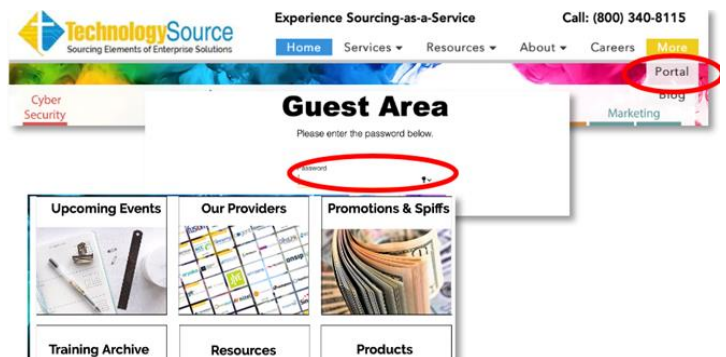
*In our Event Calendar, located within our portal, you can also find the schedule of upcoming events, webinars, and live training.*

## Training Archive

*Gain access to years of recorded provider trainings 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.*



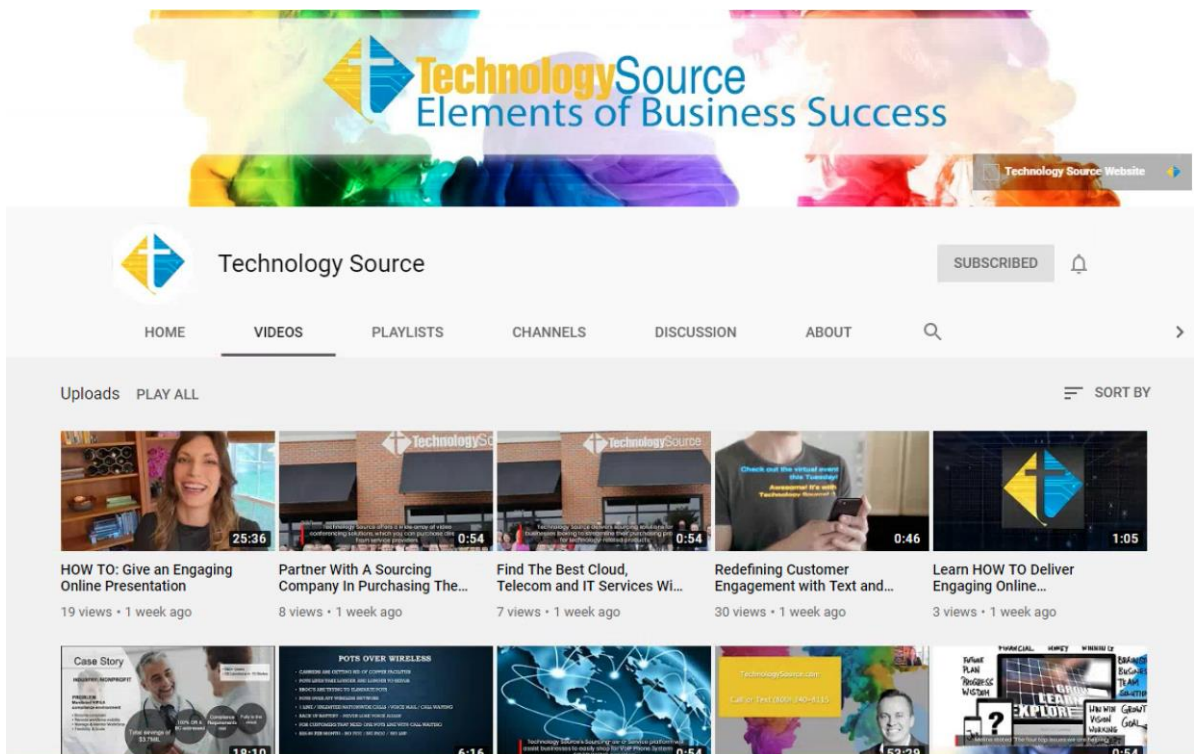
# ELEMENTS OF SUCCESS | Training Resources

## 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!



## Marketing Assistance .

### E-Mail

With over 300 templates to choose from, our PDMs can help you reach your target market with a successful email campaign.

Our e-mail templates eliminate trial and error and deliver results at no additional cost to our partners.

With our e-mail templates you can add links, photos or videos.

You will know immediately who has opened your email, forwarded your email or who has clicked on the embedded links.

### Social Media

Our PDMs can show you how to use social media to share your ideas, while also providing you with links to Technology Source webinars, videos and events to promote your business. #Success!





## Events

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

*Our providers can provide presentations aimed at a particular product or trends in the market.*

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

## 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.*



## Partner 360

Value added resources including:

- Use of Technology Source brand, logos and trademarks.
- Consultant recruitment via our exclusive contracted sales recruiting team. Grow your staff and grow your business without additional capital expenditures.
- Technology Source offers multiple compensation options designed to provide you with strong differentiation to attract high performance Advisors.
- Access to referrals from our VAR and MSP program.



### Gain financial independence.

*At Technology Source, our compensation model provides our partners five tiers of compensation. Compensation offerings start at 60% of all service provider compensation. Compensation continues to increase as your customer base grows.*

*With our Pick-a-winner program you can increase your compensation on sales made with a particular provider. With our Pick-a-winner program, increases in compensation are based on setting an annual sales commitment.*

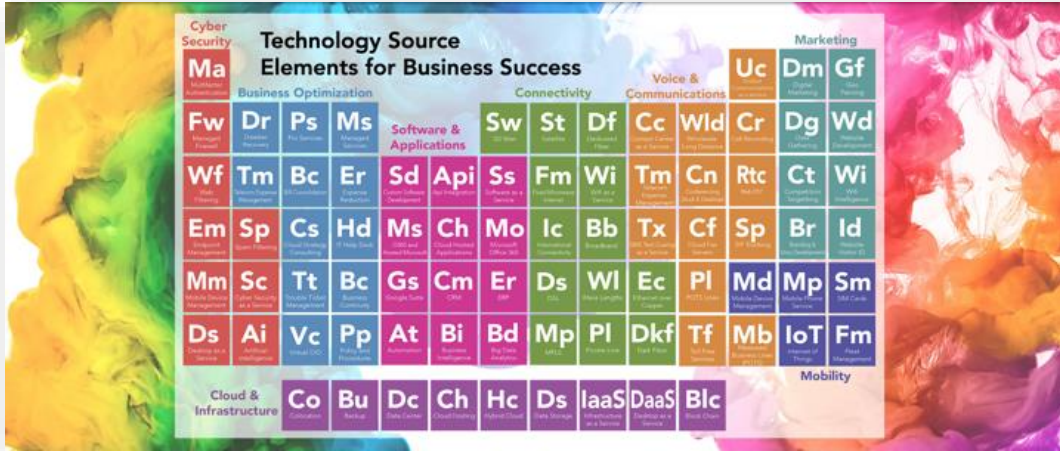
#### **Example:**

*You sign a new client that bills \$5,000 monthly.*

- Expect provider compensation to average 20% of the billing or \$1000 a month. At our 60% tier, you would earn \$600 monthly.*
- Receive monthly commission for as long as the customer bills.*
- You can also earn a Service provider promotional bonus of up to \$15,000. For a customer billing \$5,000, you would earn 60% of that one-time bonus or \$9,000.*



## Product Options



### 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



### Software & Applications

EXPLORE SOFTWARE & APPLICATION PROVIDERS

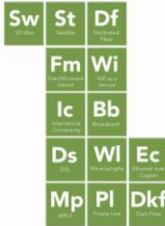
- Custom Software Development
- API Integration
- Software as a Service
- O365 and Hosted Microsoft
- Cloud Hosted Applications
- Microsoft Office 365
- Google Suite
- CRM
- ERP
- Automation
- Business Intelligence
- Big Data Analytics



### 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



### Voice & Communications

EXPLORE VOICE & COMMUNICATION PROVIDERS

- 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 Cueing 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



### Mobility

EXPLORE MOBILITY PROVIDERS

- 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



Agreement Completed

PDM Orientation

Training Resources

Marketing

Events

Partner 360

Compensation

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

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## 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](mailto:Rob.o@technologysource.com)

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## Additional Contact Information:

Order submission:  
Commission Issues:

Orders@technologysource.com  
Commissions@technologysource.com

**ARIZONA**  
Scottsdale  
By Appointment

**CALIFORNIA**  
Orange County  
[714-556-8006](tel:714-556-8006)  
1551 N. Tustin Ave.  
Suite #125  
Santa Ana, CA 92705

**GEORGIA**  
Atlanta  
[\(470\)300-2550](tel:(470)300-2550)  
600 Peachtree St. NE  
Atlanta, GA 30308

**TENNESSEE**  
Nashville  
[615-905-0090](tel:615-905-0090)  
3343 Aspen Grove Dr,  
Suite 220  
Franklin, TN 37067

**LONDON, UK**  
CALL US  
UK: [44-2036-087459](tel:44-2036-087459)

**FLORIDA**  
Jacksonville  
By Appointment

**Sacramento**  
By Appointment

**San Diego**  
[760-729-5305](tel:760-729-5305)  
440 Stevens Ave,  
Suite #200  
Solana  
Beach, CA 92075

**TEXAS**  
Dallas  
Coming Soon

**NEVADA**  
Reno  
By Appointment

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