

ROADMAP



**Where
Innovation
Meets
Opportunity.**

eAgent Welcome Guide

WELCOME

Dear Technology Source partner,

We would like to take this opportunity to welcome you to our eAgent 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 eAgent program is unique to the industry. We have paired a global product set, including IT Services, Telecom Services and Mobility services with highly skilled Senior Advisors. We provide our Advisors access to a tenured and successful Senior Advisor that can help create a roadmap to success. In addition, our Advisors are provided access to critical tools. These tools include; marketing resources, use of our brand, use of our website, a Technology Source email address and business cards—all at no cost to you.

As an eAgent for Technology Source, you will play a critical role in our success. Your unique background and skill set provides our clients with a critical resource in an environment where there is never enough budget or headcount available in today's IT Department.

With our unique approach, your clients will have an unparalleled experience. With your help, Technology Source will guide your clients through the process of identifying project requirements, designing a custom-tailored solution, assisting with vendor selection, price negotiation and implementation support. Our service doesn't stop at the sale. Technology Source also provides implementation escalation assistance and post sale support.

Building your business will not be easy, it will take dedication, discipline and hard work. We're confident, that together, we will be successful.

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 via the DocuSign document sent to your email address. If you did not receive a DocuSign agreement, check your junk folder within your email account.

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



E-mail

Our email is on a cloud-based server hosted by Rapidscale.

Look for, and be expecting an email, from Rapidscale with set up information and credentials.

A company-paid email account will be available for the first 90 days. Advisors may maintain a free account if they set a minimum of three new appointments each quarter.

Set up information:

- Outlook 365
- Server information should populate automatically
- Typically the default password is: abC1234!
- You can also access email remotely and reset your password at:
<https://webmail.rsapps.com/owa>.

If you need help setting up your email on your phone or laptop, please contact Rapidscale:

- Support@rapidscale.net
- 866.686.0328



Business Cards

You will be issued Technology Source business cards following your first client acquisition.

LinkedIn

Technology Source provides two header options, one in black and one in gray.

Please be sure to update your LinkedIn page with our company name and logo.

Social Media Posts

Any social media posts or paid advertising that utilizes our name or logo, requires approval in advance of the posting / placement. Please direct those requests to Sonya Meline, our Vice President, for approval. Sonya's contact information can be found in the last section of this on-boarding guide.



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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Business Operations Manager

Orientation

Our Business Operations Manager will schedule time with new Advisors during the first week, following receipt of an executed agreement, for orientation.

Items Reviewed Include

- eMail set-up
- eMail signature set-up
- LinkedIn Set Up
- Social Media Announcement
- Available partner Portal Resources
 - Upcoming provider events
 - Provider training calendar
- Business Development Program Overview
- Software training
- Introduction to your Senior Advisor



Caleb Temple

Business Operations Manager
Knoxville, TN



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.



Sean Mooney
Senior Advisor
San Diego, CA



Will Patterson
Senior Advisor
Nashville, TN



Jesus Arriaga
Senior Advisor
Glendora, CA



Jason Clements
Senior Advisor
Brea, CA



Gain financial independence.

At Technology Source our compensation model provides our eAgents a 50% split on all service provider compensation.

- *Example:*
 - *Sign \$5,000 in monthly billing.*
 - *Expect provider compensation to average 10% of the billing or \$500 a month in this example.*
 - *You can also earn up to 50% of Service provider spiffs which can pay up to \$15,000 for a customer billing \$5,000. Spiffs are in addition to your monthly commissions—adding \$7,500 to your compensation.*

Take advantage of three tiers of compensation designed to incentivize volume.

Successful eAgents can take advantage of an employment opportunity at Technology Source.

- *if you sell more than \$15,000 in monthly billing in any 90-day period, you have the option of becoming an employee of Technology Source.*
- *Employees of Technology Source benefit from an attractive compensation plan that features a \$50,000 starting salary and unlimited income potential.*
- *Please work with your Senior Advisor when engaging with our providers to ensure we are using our assigned representatives. Failure to use our assigned representatives, can result in a loss of compensation.*



1

Roadmap Call – Friday

On-boarding call that provides a review of available resources from Technology Source.



2

Weekly Sales Call with your Senior Advisor

Strategize on your opportunities and plan for success

3

Bi-Monthly Best Practices Call

Discuss ideas that drive success.

Learn from the experiences of Senior Advisors and Advisors.

Guest presenters from our providers share information on their product options.



Relationships First

Start by identifying 20-30 people that you know from prior employment or personal relationships. Work with your Team Leader to contact your relationships to discuss how we can help them find providers in IT Services, Network Services and Mobility Services globally.

Your experience calling people you know, (warm prospect) will help you build the confidence needed to become more successful with people you don't know (cold prospects).

While we are a technology distributor that sells technology, you'll quickly find that what we really sell is credibility. Your confidence, when speaking with a prospect, helps to generate the credibility needed to start the journey towards converting a prospect into a client.

Business Development

Technology Source provides you access to our business development software. We utilize the latest prospecting software, which automates much of the work required, so you can start generating revenue quickly.

Every two weeks, Technology Source launches a new campaign focused on technology solutions, that are in high demand.

Our campaigns incorporate emails, calls, text, videos and webinars to introduce prospects to Technology Source providers and their solutions.



Working with your Senior Advisor

As an eAgent, you have the option of working with a Senior Advisor. If you choose to work with a Senior Advisor, those deals are split between them.

We encourage working with a Senior Advisor for the first few months to learn our processes.

Working with a Senior Advisor is also recommended for opportunities where you need additional support qualifying, preparing a proposal and finalizing the sale.

Service Provider Support

Technology Source's Service Providers are always available to meet with customers, assist with designs and present the final solution to your client.

Our Service providers are the subject matter experts and will work with you to assemble a team that will support your effort to win new business.



Additional resources

Be sure to join the **Advisor Best Practices call**.

Learn from Senior Advisors, and your peers, as they review successful case studies.

- Hear about Technology solutions .
- Learn from the Technology Source provider experts.



TECHNOLOGY SOURCE | Team contacts

Partner Development Manager

When to engage

- *Quoting assistance*
- *Escalation assistance during implementation or post – sale*
- *Contract renewals*
- *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*
- *Assistance with developing a plan to build your business*

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

Will Patterson
Nashville, TN
615-604-8131
Will.p@technologysource.com

Jason Clements
Brea, CA
714-646-8899
jason.k@technologysource.com

Jesus Arriaga
Glendora, CA
626-594-9820
Jesus.a@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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Orange County
714-556-8006
1551 N. Tustin Ave.
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GEORGIA
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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

FLORIDA
Jacksonville
By Appointment

San Diego
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440 Stevens Ave,
Suite #200
Solana
Beach, CA 92075

TEXAS
Dallas
Coming Soon

NEVADA
Reno
By Appointment

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Suite 110,
San Jose, CA 95119