

## SENTIO Overview



SENTIO is 100% self-service. Our tests do not need to be administered, scored, or interpreted by a consultant or dealer.

SENTIO is designed for every organization. SENTIO is currently being used by organizations ranging from Fortune 500 to local shops.



SENTIO is built for every position spanning from a software engineer to an administrative assistant.

SENTIO uses cutting edge technology, leveraging artificial intelligence to provide world class reports and analyses.



SENTIO can be used earlier in the hiring process. SENTIO saves managers time by screening candidates earlier and reducing unnecessary interviews.

SENTIO is unique to an organization or company. Every organization gets tailored reports based on their unique culture and success factors.



## Referral Partner Program

### Summary

As a member of the SENTIO Partner Network, you have more than simply license to make referrals - you have our commitment to help you build revenue. To that end, this overview will outline the sales enablement materials at your disposal, the flow of our respective sales processes, and revenue sharing parameters.

SENTIO is a self-service, multilingual online Applicant Matching System (AMS) that offers predictive personality tests for a fraction the cost of traditional assessments. The result is better hires, a more engaged workforce, and less turnover.

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### Sales Enablement

#### SENTIO Partner Files

- Value Proposition, Discover, Objections, & FAQs
- Product One Pager
- Product Demo Deck

#### Partner Program Coffee Breaks

- Monthly webinar with strategic insights & sales tips
- Opportunity to ask other partners about best practices

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### Point of Contact

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COO

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# Selling SENTIO

## Referral Partner responsibilities:

- Participate in one 2 hour initial training program via telephone and screen share
- Participate in <1 hour monthly partner calls
- Be proficient in presenting the SENTIO value proposition and use of system
- Present SENTIO to all existing customers
- Complete sales cycle to customer signing up for free version of the platform

## SENTIO responsibilities:

- Provide training and be available to reasonably assist Referral Partner via telephone/email
- Provide product updates and other sales collateral material as it become available
- Nurture customer in free version of software and encourage conversion to paid subscription

Conversion: Once the customer has converted to the paid subscription the Referral Partner commission program begins per the agreement.

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## Deal Attribution Agreement

You will be issued a unique promo code that your customers will enter when signing up for the free version of SENTIO's Applicant Matching System.

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## Earning Opportunities

For any customer entering your promo code, you will earn 25% of net billings associated with that customer on a monthly recurring basis. See table below:

# of Customers	Monthly Billing	Annual Billing	Referral Income
10	\$990	\$11,880	\$2,970
50	\$4,950	\$59,400	\$14,850
100	\$9,900	\$118,800	\$29,700
150	\$14,850	\$178,200	\$44,550
200	\$19,800	\$237,600	\$59,400