



CHANNEL PARTNER / RESELLER AGREEMENT

Sales Collab (Pty) Ltd • Channel Partner Programme

SHAREABLE AGREEMENT COPY

This is the current standard agreement for prospective partners to review. Partner details, selected lane, effective date and signatures are completed during formal onboarding.

Agreement version: v2-2026

Issued by Sales Collab (Pty) Ltd
Registration 2020/877580/07 | VAT 4610293989
669 Verdi Street, Erasmuskloof, Pretoria, 0181
info@salescollab.co.za | salescollabpartner.co.za

Parties

SalesCollab: Sales Collab (Pty) Ltd (trading as “SalesCollab”), Registration Number 2020/877580/07, VAT Number 4610293989, 669 Verdi Street, Erasmuskloof, Pretoria, 0181.

Channel Partner: The legal person or individual identified below.

Channel Partner Details

Legal name / full name	_____
Registration / ID number	_____
VAT number (if applicable)	_____
Physical address	_____
Postal address	_____
Director / responsible person	_____
Primary contact	_____
Accounts contact	_____
Technical contact	_____
Sales contact	_____

Nominated Bank Account

Bank	_____
Account name	_____
Account number	_____

Supporting Documents Required

- Company Registration Documents (if applicable)
- ID Copies of Directors or Individual
- VAT Registration (if applicable)
- Bank Confirmation Letter
- Proof of Address

The Channel Partner and SalesCollab are together referred to as the “Parties”.

1. Purpose and Partner Model

1.1 SalesCollab operates a non-exclusive Channel Partner Programme through which Channel Partners may introduce prospective business customers to SalesCollab for Consulting, Marketing, Connect and software solutions.

1.2 The Channel Partner introduces the lead. SalesCollab remains responsible for assessing the opportunity, contracting with the customer, delivery, support, client management, invoicing and collection.

1.3 The Channel Partner earns recurring commission in accordance with this Agreement and Schedule 1 for the lifetime of each qualifying customer account, subject to the terms of this Agreement.

2. Appointment

2.1 SalesCollab appoints the Channel Partner, on a non-exclusive basis, to introduce prospective customers for the services and software solutions made available through the Channel Partner Programme.

2.2 This appointment does not create a partnership, joint venture, employment, agency or authority for the Channel Partner to bind SalesCollab. The Channel Partner may not conclude contracts, give warranties, incur liability, collect money or make commitments on behalf of SalesCollab.

2.3 Marketing and Consulting services may be introduced globally. Connect services may be introduced only for customers in South Africa, unless SalesCollab approves otherwise in writing.

3. Partner Lanes and Commission

3.1 The Channel Partner's lane is recorded in Schedule 1. The available lanes are Referral, Sales and Agency.

3.2 Commission is calculated only on cleared customer payments received by SalesCollab, excluding VAT, refunds, credits, reversals and direct supplier or service-delivery costs. The resulting amount is the Gross Margin Pool.

3.3 The applicable share of the Gross Margin Pool for services is set out in Schedule 1. Commission on software subscriptions is the applicable percentage of subscription value stated in Schedule 1 or otherwise confirmed by SalesCollab in writing for that software solution.

3.4 Commission is payable for the lifetime of a qualifying customer account while the account remains active, the relevant customer payments are collected by SalesCollab, and this Agreement remains in force.

3.5 SalesCollab may move the Channel Partner between lanes by written confirmation. A changed commission rate applies only from the effective date stated in that confirmation.

4. Lead Registration and Customer Relationship

4.1 A lead qualifies only when it is submitted through the SalesCollab partner process or CRM and accepted by SalesCollab as a new lead attributable to the Channel Partner.

4.2 SalesCollab retains sole discretion whether to accept a lead, quote, contract with a prospective customer, extend credit, provide a service, or continue an account.

4.3 All customer agreements are concluded directly between SalesCollab and the customer. The customer is a SalesCollab customer, and SalesCollab manages all delivery, support, account and collection matters.

5. Channel Partner Responsibilities

5.1 The Channel Partner shall accurately represent SalesCollab's approved services, software solutions, pricing and partner model, and use only materials supplied or approved by SalesCollab in writing.

5.2 The Channel Partner shall not alter SalesCollab proposals, customer agreements, applications or commission information without SalesCollab's prior written approval.

5.3 The Channel Partner shall comply with all applicable laws, including the Consumer Protection Act, POPIA and laws governing direct marketing. The Channel Partner shall obtain the consents required for its marketing activities.

5.4 The Channel Partner shall keep accurate lead and contact information and shall reasonably assist SalesCollab with information required to progress a lead or complete customer onboarding.

6. Commission Payment

6.1 SalesCollab shall calculate commission monthly in arrears and provide a commission statement for the preceding month.

6.2 Subject to receipt of a valid invoice where required and the Channel Partner's nominated banking details, SalesCollab shall pay undisputed commission within fourteen (14) days after month-end.

6.3 SalesCollab may set off against commission any undisputed amount owed by the Channel Partner to SalesCollab.

6.4 No commission is payable on amounts not received by SalesCollab or subsequently refunded, credited, reversed or written off. SalesCollab may adjust a subsequent commission payment for any overpayment.

7. Term and Termination

7.1 This Agreement starts on the date of signature by the last Party and continues on a month-to-month basis.

7.2 Either Party may terminate this Agreement on thirty (30) calendar days' written notice.

7.3 Either Party may terminate this Agreement if the other Party materially breaches it and fails to remedy the breach within seven (7) calendar days after written notice requiring it to do so. SalesCollab may terminate immediately if the Channel Partner misrepresents SalesCollab, acts unlawfully, breaches confidentiality or data-protection obligations, or becomes insolvent.

7.4 The Six-Month Activity Rule (Status Loss): If the Channel Partner fails to generate at least one (1) new customer activation for a period of six (6) consecutive months, SalesCollab reserves the right to move the Channel Partner to "Inactive Status." Upon reaching Inactive Status, SalesCollab shall, at its sole discretion: (a) terminate the Agreement with immediate effect; or (b) formally cancel the Channel Partner's right to any further commissions, in which event all recurring commissions on all existing business shall be forfeited immediately and shall accrue to SalesCollab.

7.5 On termination, the Channel Partner shall immediately cease representing itself as a SalesCollab Channel Partner, stop using SalesCollab materials and return or delete SalesCollab confidential information on request.

7.6 Commission ceases from the termination date, except for commission already earned on cleared customer payments received by SalesCollab before that date.

8. Confidentiality, Data and Intellectual Property

8.1 Each Party shall keep the other Party's confidential information confidential and use it only for this Agreement, except where disclosure is required by law or reasonably required for performance of this Agreement.

8.2 The Channel Partner shall process personal information only as necessary for the Channel Partner's obligations under this Agreement and in compliance with POPIA and other applicable data-protection laws.

8.3 All SalesCollab names, brands, materials, systems, proposals, pricing, software, templates and intellectual property remain the property of SalesCollab or its licensors. The Channel Partner receives a limited, non-transferable and revocable right to use approved materials solely to perform this Agreement.

9. Warranties, Liability and Indemnity

9.1 Each Party warrants that it has authority to enter into this Agreement.

9.2 The Channel Partner shall not make any representation, warranty or commitment regarding SalesCollab, its services, software or customer outcomes other than those expressly approved by SalesCollab in writing.

9.3 The Channel Partner indemnifies SalesCollab against claims, losses, costs and liabilities arising from the Channel Partner's breach of this Agreement, unlawful marketing, unauthorised representations, or infringement of a third party's rights.

10. General

10.1 SalesCollab may use subcontractors and may assign, cede or transfer its rights or obligations under this Agreement. The Channel Partner may not assign its rights or obligations without SalesCollab's prior written consent.

10.2 Any amendment must be in writing and signed by both Parties. This Agreement and Schedule 1 comprise the entire agreement between the Parties concerning the Channel Partner Programme.

10.3 Neither Party is liable for delay or failure caused by an event beyond its reasonable control.

10.4 This Agreement is governed by the laws of the Republic of South Africa. The Parties shall first attempt in good faith to resolve a dispute. If unresolved, either Party may approach the Pretoria Central Magistrate's Court or, where appropriate, the High Court.

10.5 Notices must be in writing. Notices to SalesCollab must be sent to info@salescollab.co.za. Notices to the Channel Partner must be sent to the email address stated on page 1, unless changed by written notice.

Schedule 1 — Partner Lane and Commission Schedule

The selected lane is confirmed by SalesCollab during onboarding. Commission is subject to the definitions, exclusions and payment conditions in the main Agreement.

Partner lane	Services	Software subscriptions
Referral	20% share of the Gross Margin Pool	20%–30% of subscription value, as confirmed by SalesCollab for the applicable software solution
Sales	35% share of the Gross Margin Pool	20%–30% of subscription value, as confirmed by SalesCollab for the applicable software solution
Agency	50% share of the Gross Margin Pool	20%–30% of subscription value, as confirmed by SalesCollab for the applicable software solution

Selected lane	_____
Effective date	_____

Signature

By signing below the Channel Partner confirms that the details captured in this Agreement are accurate, that the signatory is duly authorised to bind the Channel Partner, and that the Channel Partner agrees to be bound by this Channel Partner / Reseller Agreement (version v2-2026).

FOR THE CHANNEL PARTNER	FOR SALES COLLAB (PTY) LTD
Full name: _____	Full name: _____
Title / Designation: _____	Title / Designation: _____
Signature: _____	Signature: _____
Date: _____	Date: _____

Formal signing is completed through SalesCollab's secure online signing process. This blank copy is supplied for review and discussion.