



Roadmap

eAGENT | Welcome Guide

WELCOME

Dear Texium partner,

We would like to take this opportunity to welcome you to our eAgent program.

Texium has partnered with Technology Source to bring you a unique opportunity. Technology Source is the **Sourcing as a Service company** with over 150 service providers. Both organizations bring over two decades of experience serving clients across the U.S. and around the world.

Our eAgent 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 technology Advisors. We provide our eAgents access to a tenured and successful Texium team member that can help create a roadmap to success. In addition, our eAgents are provided access to critical tools. These tools include: marketing resources, use of our brand, our website, and an email address and business cards—all at no cost to you.

As an eAgent, 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 to support their IT Department.

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

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

Let's get started!

Sincerely,

Michael Scharf

President

Texium

Michael Martin

Executive Vice President

Texium

TABLE of contents



1. Your agreement with Technology Source
2. Email. Cards. Social media.
3. PDM Orientation
4. Client Teaming
5. Compensation
6. Roadmap calls
7. Website
8. Success plan
9. Team contacts

Agreement

Your agreement will be sent to your email via DocuSign.

Please check your junk file if the DocuSign has not been received.

Technology Source believes a successful relationship starts with a commitment.

Having an agreement in writing protects all parties from misunderstandings.

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



E-mail

Our email is on a cloud

Exchange server hosted by Rapidscale.

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

Set up information:

- Exchange Server:
`snaex15.rsapps.com`
- 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

E-mail signature

Copy, and paste into your email signature block:



John Doe
Advisor



(714) 555-1212
www.technologysource.com



Business Cards

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

Business card sample:



LinkedIn

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

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



Social Media Posts

Please be sure to have Sonya Meline review and approve any social media posts or paid advertising, that utilize our name or Logo in advance of the posting / placement.



Partner Development Managers (PDM)

Orientation

Schedules time with new Advisors and Agents during first week of executed agreement

Orientation topics

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

Provides introduction to your Senior Advisor

You will be teamed with an experienced Senior Advisor that will help guide you to success at Technology Source.



Su Beler

Partner Development Mgr
San Jose, CA



Introduction to Texium

You will be teamed with a highly experienced member of the Texium team that will help guide you to success.

You'll work closely with Texium to learn what mistakes to avoid and what steps are critical to be successful with Technology Source.

Texium will assist you with new client prospecting, client meetings, solution design and negotiation skills necessary to earn the client's business.



Michael Martin
Managing Partner
Texium



John Daugherty
Senior Advisor
Texium



Gain financial independence.

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 earn a Service provider promotional bonus up to \$15,000 for a customer billing \$5,000 in addition to your monthly commissions.
 - Receive monthly commission for as long as the customer bills.

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 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.*



ELEMENTS OF SUCCESS | Roadmap calls

1

Roadmap call – Friday

Overview of available resources from Technology Source personnel and support tools.

2

Weekly Q & A Call each Friday

Ask questions and hear from other Advisors that are also ramping up their Technology Source career.

3

Bi-Monthly Best Practices Call

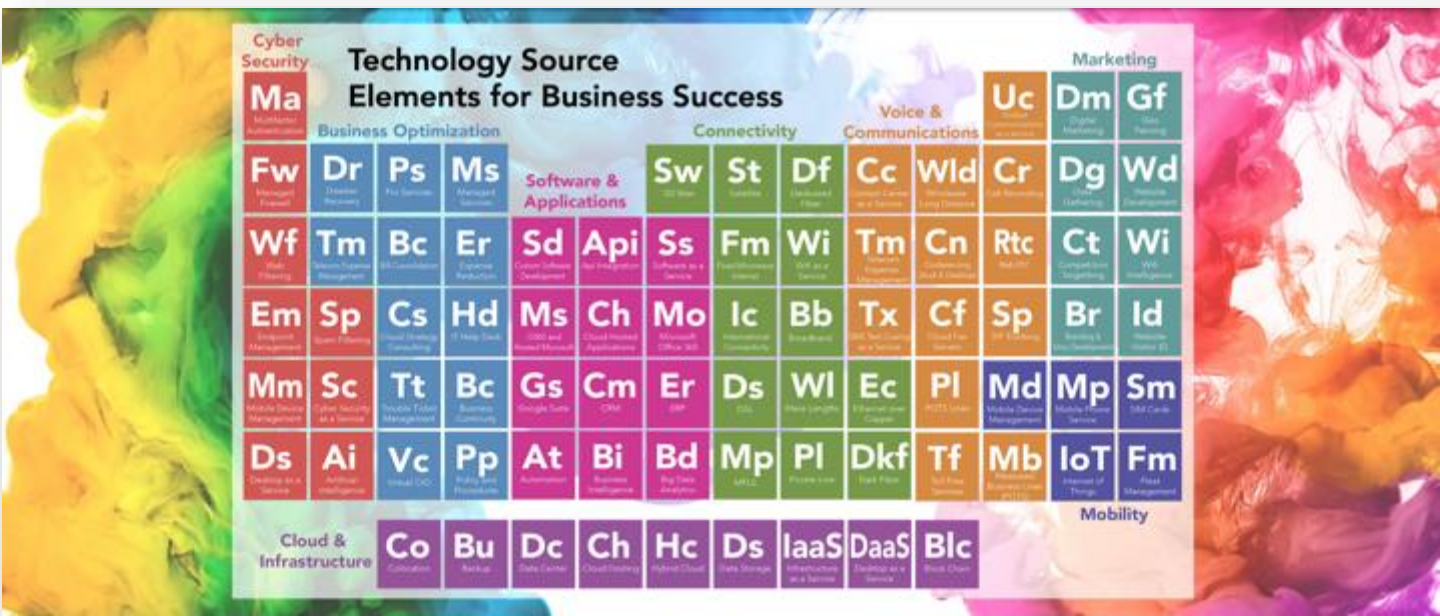
Discuss ideas that drive success.

Learn from the experiences of Senior Advisors and Advisors.

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

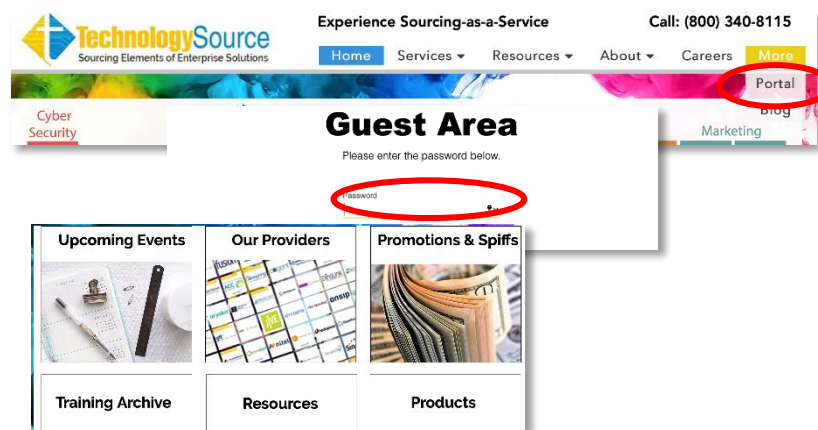


Product Options



Portal Access

- 1. Go to our website
- 2. Select "More"
- 3. Select "Portal"
- 4. Enter Password: moremoney



Gain access to upcoming events, provider and product information, training and more.



ELEMENTS OF SUCCESS | Success plan

Week 1

First meeting with Senior Advisors

- *Identify key contacts and create messaging*
- *Your first contacts should be people you know well.*
- *Focus on your area of expertise initially*
- *Review talking points and email scripting*

Week 1 Expectations

- *20 phone contacts each day*
- *20 e-mail contacts each day*
- *Set 1 appointments*
- *Your Senior Advisor will join your appointments*

Review Prospecting Roadmap PPT

- *Ask your Senior Advisor to review the Advisor Prospecting Roadmap.*
 - Phone scripts
 - Email scripts
 - Mailchimp templates
 - Prospecting best practices

Result Tracking

- *Track the number of contacts made to the number of appointments generated.*
- *Adjust the number of contacts required to meet appointment goal accordingly.*



Additional resources

- *Mailchimp – email campaign with tracking*
- *Zoom Info - pull up to 50 leads each month*
- *Access to Senior Advisor for assistance during initial appointment, solution design, provider selection and closing meetings.*
- *Product training – log into the Technology Source Portal.*
 - *Password: moremoney*
 - *>Select "portal"*
 - *>Select "training archive"*



ELEMENTS OF SUCCESS | Success plan

Week 2

Review Roadmap PPT: Gain A Competitive Advantage

- *Technology Source's value proposition.*
- *Review product set*
- *Review available providers*
- *Review client opportunity process*
- *Provider negotiation*
- *Implementation support*
- *Post-sales support*

Week 2 Expectations

- *30 phone contacts each day*
- *30 e-mail contacts each day*
- *Set **3** appointments*
- *Your Senior Advisor will join your appointments*

Results Tracking

- *10 contacts should generate 1 appointment.*
- *Track the number of contacts made to the number of appointments generated.*
- *Adjust the number of contacts required to meet appointment goal accordingly.*
- *You also may need to re-word your messaging to increase impact.*



Additional resources

Be sure to join to Advisor Best Practices call.

Learn from Senior Advisors as they review successful case studies.

Hear about solutions available from key Technology Source providers.

Be prepared to take notes.



Week 3

Certification: Technology Leadership Academy

TLA is a valuable sales enablement program with three video-based sales certifications taught by the experts at Rapidscale, a Technology Source provider.

In addition, there are go-to-market sales and marketing resources for when you're ready to put your training to the test. Other features include:

- The only "How to sell desktop as a service" certifications in the industry.
- One of the only "Selling Managed Office 365" certifications available.
- A "Cloud Sales Fundamentals" certification for those who want to learn the basics.
- Sales Toolkit complete with email templates, case studies, data sheets and more.
- Content and materials from industry-leading technology providers like Mimecast, Veeam and Velocloud.

Sign up here:

<https://technologyleadership.academy/registration-identifier/>



Additional resources

Weekly Cloud Video

Deliver more value and expertise to your customers and prospects.

Check out: 6 Signs It's Time to Move to the Cloud with DaaS"

Watch here:

<https://youtu.be/LobjufGdxYg>



ELEMENTS OF SUCCESS | Success plan

Week 3 (Continued)

Expectations

- 40 phone contacts each day
- 40 e-mail contacts each day
- Set **5** appointments
- Your Senior Advisor will join your appointments
- Study Portal Trainings and Products

Ongoing

Expectations

- 40 phone contacts each week
- 40 e-mail contacts each week
- Set **5** appointments week
- Your Senior Advisor or Provider Managers will join your appointments

Results Tracking - Continue

- 10 contacts should generate 1 appointment.
- How many appointments did you generate?
- Adjust the number of contacts to meet appointment goal accordingly.
- Once your first client opportunity signs, start tracking your average revenue per client.



Success tip

Do you have income goal?

Using the data you have collected on contacts, appointments and new client revenue, work backwards to determine a revenue plan that meets your income goal.



Texium

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 "JD" Daugherty
Senior Advisor
904-254-5239
jdaugherty@texium.com

Michael Martin
Managing Partner
561-248-7253
mmartin@texium.com

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

Vice President

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

Executive Vice President

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

President

When to engage

- Escalation assistance
- Contract modifications / questions

Dom Antonini
Orange County
702-928-0496
Dom.a@technologysource.com

Additional Contact Information:

Order submission: Orders@technologysource.com

Commission Issues: Commissions@technologysource.com

ARIZONA
Scottsdale
By Appointment

FLORIDA
Jacksonville
By Appointment

NEVADA
Reno
By Appointment

CALIFORNIA
Orange County
714-556-8006
1551 N. Tustin Ave.
Suite #125
Santa Ana, CA 92705

Sacramento
By Appointment

San Diego
760-729-5305
440 Stevens Ave,
Suite #200
Solana
Beach, CA 92075

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

TENNESSEE
Nashville
615-905-0090
3343 Aspen Grove Dr,
Suite 220
Franklin, TN 37067

TEXAS
Dallas
Coming Soon

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