



Roadmap

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.

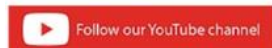
A company-paid email account will be available for the first 90 days. Advisors may maintain a free account if they set a minimum of three new appointments each quarter.

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



Rob Olson
Executive Vice President

T: (253) 275-0100
M: (602) 284-2007

Rob.O@technologysource.com
www.technologysource.com



Link to my calendar

Copy and paste this email signature block into your email account.



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 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.

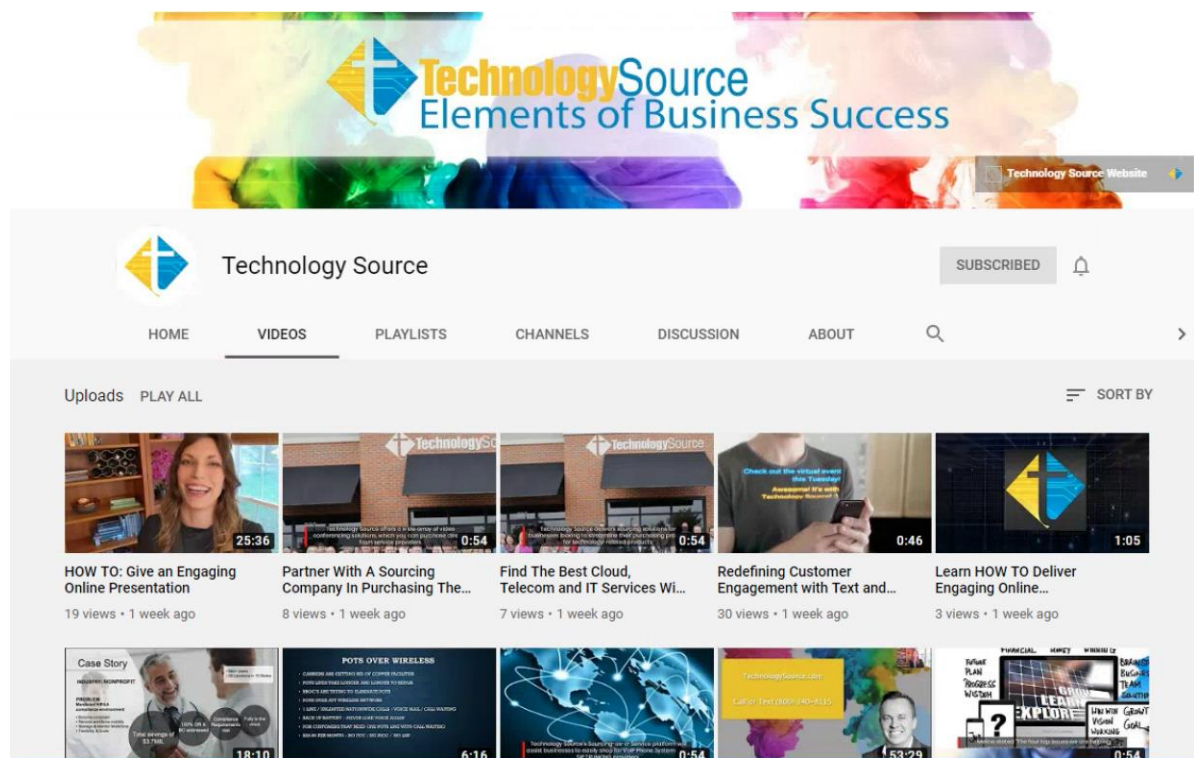


YouTube

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!



Partner Development Managers (PDM)

Orientation

A Partner Development Manager will schedule time with new eAgents during the first week, following receipt of an executed agreement, for orientation.

Reviews

- 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



Anne Kolbo

Partner Development Mgr
Los Angeles, CA Orange
County, CA
San Diego, CA



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.



John Perrine
Senior Advisor
Orange County, CA



Sean Mooney
Senior Advisor
San Diego, CA



Will Patterson
Senior Advisor
Nashville, TN



Tony Strickland
Senior Advisor
Atlanta, GA



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.*



ELEMENTS OF SUCCESS | Roadmap calls

1

Roadmap call – Friday

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



2

Bi-Monthly Best Practices Call

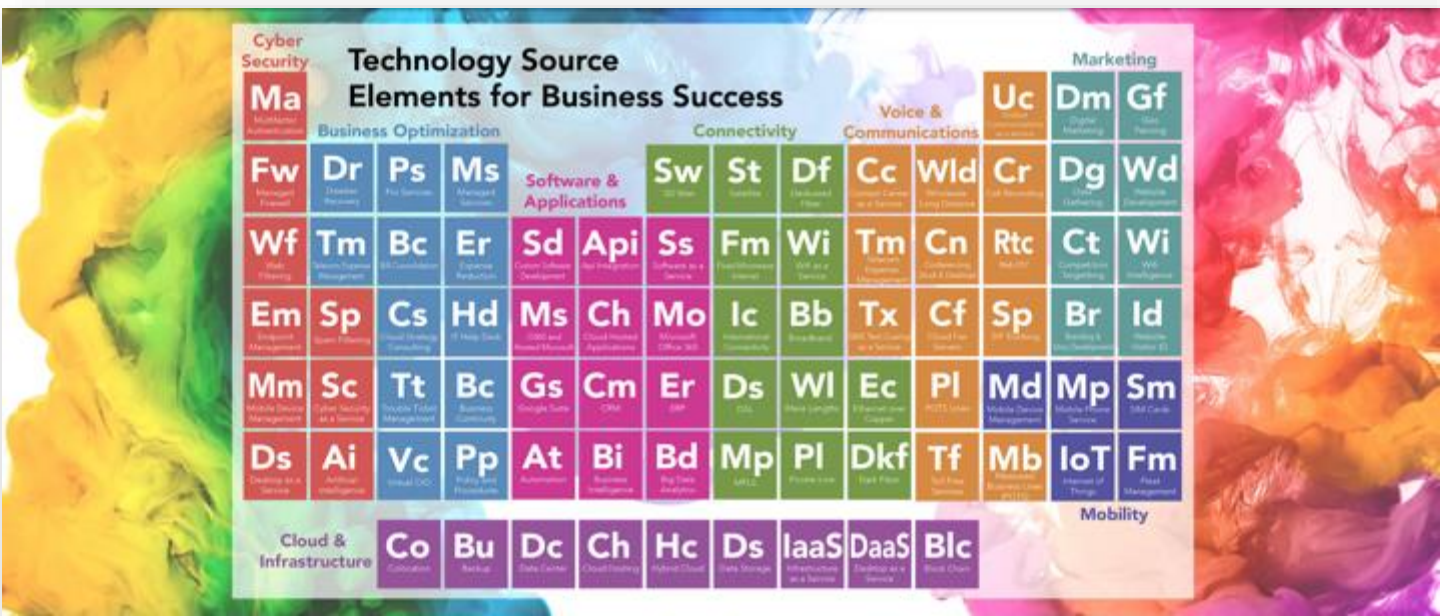
Discuss ideas that drive success.

Learn from the experiences of Senior Advisors and Advisors.

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



Product Options

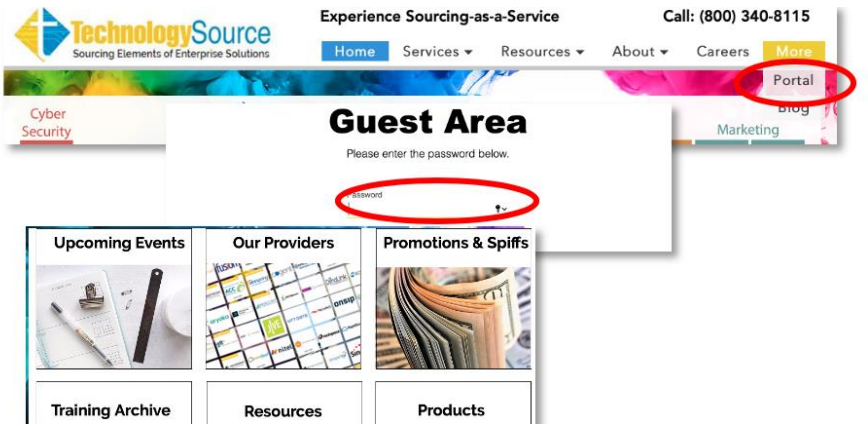


Portal Access

1. Go to our website

2. Select "Portal"

3. Enter Password: moremoney



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



ELEMENTS OF SUCCESS | Client Prospecting

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.

First 60 days - Bootcamp

Prospecting for new clients can be a difficult task. At Technology Source, we utilize the latest prospecting software to help you generate revenue quickly. Our software automates much of the work required, to find new clients.

During your first 60 days at Technology Source, you will be working with a Bootcamp Team Leader, that will train you how to use our prospecting tools to generate new client prospects.

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

We target companies and decision makers that we believe are a fit for our solutions. Our campaigns incorporate emails, videos and webinars to introduce prospects to Technology Source providers and their solutions.



The graphic features a blue-tinted photograph of three men in military uniforms. Overlaid on the image are four white stars and the text "ADVISOR BOOT CAMP" in bold white letters. Below the image is a white diamond-shaped graphic containing logos for "leadIQ", "SalesLoft", "LinkedIn Sales Navigator", and "TechnologySource". At the bottom, there are two yellow rectangular boxes, each containing a headshot of a team leader with their name and region listed below.

ADVISOR BOOT CAMP

leadIQ

LEAD GENERATION

SalesLoft

LinkedIn
Sales Navigator

TechnologySource

Stephanie Mountain
Team Leader
Western U.S.

Caleb Temple
Team Leader
Eastern U.S.



Working with your Senior Advisor

At the end of your first 60 days, you will graduate from Bootcamp and begin working with your Senior Advisor.

Your Senior Advisor has been carefully selected as an expert in the industry. Your Senior Advisor will teach you what to do, and in some cases, what not to do. We firmly believe that success can be duplicated. We are confident that you will find that the time you spend with your Senior Advisor will be invaluable to your future success.

During this time with your Senior Advisor, you will continue to have access to the Technology Source prospecting campaigns. These campaigns will continue to generate new client opportunities. You and your Senior Advisor will review these leads and work to identify solutions, select service providers and present a final design to your client.

Service Provider Support

Technology Source's Service Providers are always available to meet with customers, assist with designs, provide pricing and present the final solution to your client. Our Service providers are the subject matter experts. They will work with you to assemble a team that will support your effort to win new clients.



Additional resources

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

Learn from Senior Advisors 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

- *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

Anne Kolbo
Orange County
949-391-8777
anne.k@technologysource.com

Senior Advisor

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 Perrine
Orange County / Los Angeles, CA
714-926-6473
John.p@technologysource.com

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

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

Tony Strickland
Atlanta, GA
404-202-3428
Tony.s@technologysource.com

Team Leader

When to engage

- *During the first 60 days at Technology Source.*
- *Help or questions regarding prospecting software tools.*

Stephanie Mountain
Western U.S. Region
949-514-0784
Stephanie.M@technologysource.com

Caleb Temple
Eastern U.S. Region
865-660-1015
Caleb.T@technologysource.com

TECHNOLOGY SOURCE | Team contacts

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

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