



***hyperWALLET* Systems Inc.**

Partner Program Guide

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hyperWALLET Partner Program Overview

Program Benefits

Revenue Share	Yes
Deal Registration	Yes
hyperWALLET Marketing Programs	Yes
Market Development Funds	Yes
Sales Contests and Spiffs	Yes
hyperWALLET Sales and Pre-Sales Support	Yes
Renewal of Partner Agreement at Partner's Option	Yes
Demo Account on Paylution	Available

Program Requirements

Annual Sales Targets (Year 1)	N/A
Participation in hyperWALLET Marketing	Yes
hyperWALLET Logos on Partner Website	Yes
Quarterly Business Planning	Yes
hyperWALLET Training Certification	Yes
Partner Sales Representatives	Yes



hyperWALLET Partner Program Benefits

1. hyperWALLET Revenue Share and Referral Fee Structure for Partners. hyperWALLET offers an aggressive reward structure to its partner ecosystem so that its Partners have the best incentives in the industry and its Referral Partners benefit from attractive referral fees. The revenue share and referral fee structure is predicated on partners timely registering deals under hyperWALLET's Deal Registration Program.

2. hyperWALLET Partner Deal Registration Program: The hyperWALLET Deal Registration Program is designed to reward our Partners with additional profits from increased revenue sharing for their committed investment in sales and marketing activities to generate new customers.

Registering a Deal

A partner can register a deal in one of two ways:

- Complete hyperWALLET's deal registration form
- Contact their Channel Sales Manager to complete the deal registration form

The partner must provide hyperWALLET with the following information to register a deal:

- Company name and division
- Project contact name
- Number of payments per month
- Number/list of countries where payments are made.
- Existing payment methods.
- Estimated size of deal
- Estimated customer project launch date.

Deal Registration Approval Criteria

To qualify as a registered deal, the prospect submitted must be a new prospect to hyperWALLET. The prospect will not be accepted for deal registration if they are an existing hyperWALLET customer or a prospect that is currently registered by another partner.

Deal Registration Approval Process

hyperWALLET will review its CRM system and deal registration system to determine the status of the prospect. hyperWALLET will provide the partner, within 2 business days of receiving the deal registration form, a written approval or denial of their prospect for deal registration.

Partner Required to Timely Register Deals

hyperWALLET's Deal Registration Program is fundamental to the success of the hyperWALLET Partner Program. It ensures that the right partner gets the best opportunity and incentive for a deal to be closed with a customer prospect. Upon deal registration, hyperWALLET will assign appropriate Hyperwallet resources to assist our partner to close the deal. hyperWALLET will only provide hyperWALLET resources on customer specific activities (e.g., demos, proposals, responses to RFIs and RFPs) on deals that have been registered. If hyperWALLET determines that a deal was not timely registered by a partner on or about the time the partner first learned of the deal opportunity, hyperWALLET reserves the right to eliminate or reduce the referral fee or terminate the partner's agreement.



Sales Activity Required to Maintain a Registered Deal Status

Once the Partner's customer prospect has been approved for deal registration, the partner must participate in one of the following sales activities within 30 days of receiving hyperWALLET approval for deal registration:

- Customer prospect attends a hyperWALLET sales call/demo
- Customer prospect attends a hyperWALLET online meeting product demo
- Customer prospect receives a money transfer on Paylution to try the solution.
- Partner provides a customer prospect a price proposal for a deal
- Customer has price or budget discussions with Partner
- Customer is in contract negotiations with Partner

Partners must also contribute a material and active sales effort in closing the deal beyond making introductions for hyperWALLET, or setting up and/or attending demonstrations and meetings between hyperWALLET and the end user customer.

All partner deals must close within 120 days of being approved for registration. The partner may request approval of an extension of up to 60 days which approval will not be unreasonably withheld by hyperWALLET if appropriate sales activities have been performed by Partner. Examples of where hyperWALLET will grant an extension include the following:

- The prospect has issued an RFP with a decision date after the 120 day deal registration period
- The prospect has begun the contract negotiations or signature process with hyperWALLET and/or the Partner but the process cannot be completed within the 120 day deal registration period

3. Market Development Funds (MDF)

hyperWALLET may allocate Marketing Development Funds for Partners to initiate lead generation campaigns. Fund allocations are based on mutually agreed upon sales, marketing and lead generation activities that must be conducted within ninety (90) days of hyperWALLET's fiscal year end (March) of each year. Priority for funding MDF activities will be given to partners that are actively engaged in selling hyperWALLET solutions.

4. Sales Contests and Spiffs

hyperWALLET offers Partners the opportunity to participate in periodic sales contest and spiffs. These programs may be offered to the entire partner network or tailored for a specific partner to improve the results of marketing and sales programs.

5. Access to hyperWALLET Resources

Partners have access to Hyperwallet resources for sales, technical and marketing support such as datasheets, whitepapers, competitive information, sales presentations, hyperWALLET sales guide as well as online sales and technical training.

6. hyperWALLET Sales and Pre-Sales Support

hyperWALLET encourages team selling between the hyperWALLET sales team and channel partners so both can increase their success at closing business. hyperWALLET sales people and sales engineers are a resource available to all partners and offers regular online Meeting sales presentations and demonstrations that partners are encouraged to invite their prospects to attend.



7. Renewal of Partner Agreement at Partner's Option

Partners have an option to renew the initial term of the Partner Agreement for an additional year if the applicable sales target is achieved and the partner is in full compliance with the Agreement.

8. Paylution Demo Account

A Paylution demo account is made available to Partners solely for purposes of demonstration or proof of concept/ customer trials during the term of Partner's Agreement. The Paylution demo account may not be used or deployed into production by a customer for commercial use. Fees may apply to the demo account.

hyperWALLET Partner Program Requirements

1. Annual Sales Target

The first year Sales Targets (expressed in license fees paid to hyperWALLET) are variable targets based case to case. In order to renew the initial term of the Partner Agreement at Partner's option and maintain the same Partner level, the sales target must be achieved.

2. Participation in hyperWALLET Marketing Programs

Partners are expected to actively promote hyperWALLET solutions to maintain their partner level. hyperWALLET offers lead generation programs for partners that hyperWALLET has successfully deployed itself. hyperWALLET may also provide resources for marketing programs that partners develop themselves. Our expectation is all Partners offer marketing programs annually.

3. hyperWALLET Logos on Partner Website

hyperWALLET grants partners the right to display the hyperWALLET logo in accordance with hyperWALLET's Logo Usage Guidelines. Partners can benefit from adding a private labeled or co-branded hyperWALLET solution.

4. Quarterly Business Planning

Partners are required to meet with their hyperWALLET Channel Manager each quarter to develop a hyperWALLET business plan. We highly encourage all Partners to participate in this planning to help increase business. The quarterly business plan should focus on training updates, lead generation programs and target account planning.

***Important Note:** hyperWALLET reserves the right to make changes at any time to the benefits, requirements and other terms of this Partner Program Guide. All changes will have immediate effect.*