

## QuickBooks Reseller Network Africa

### What is the QuickBooks Reseller Network (QBRN) Africa?

QBRN Africa is a network of consultants, accounting professionals, small business advisors and computer software resellers, who specialise in the reselling and consulting of the QuickBooks range of accounting and Quick Payroll software throughout Africa.

Members of the QBRN, known as QBRN Africa Business Partners, are fully trained to provide QuickBooks customers with the most comprehensive solution for their unique financial requirements. EasyBiz (PTY) Ltd is committed to ensuring that all QBRN Africa Business Partners have the expertise and knowledge to sell and implement the complete range of QuickBooks accounting and Quick Payroll software.

By joining, the QBRN Africa members will be presented with lucrative sales and revenue opportunities, coupled with extensive marketing support and materials.

### Requirements - Who can qualify as a QBRN Africa Business Partner?

Potential applicants should be one of the following:

- Software resellers
- IT related business
- Value added reseller
- Training service provider
- Accounting professional
- Bookkeeper

All QBRN Africa Business Partners are expected to provide the highest levels of ongoing service and support to QuickBooks customers. EasyBiz (PTY) Ltd reviews its members on a regular basis to ensure that the quality of the QBRN Africa is maintained.

### Membership fees

- Initial membership fee of R5,000.00 Excl. VAT
- Annual renewal fee of R2,500.00 Excl. VAT

### Membership status

All QBRN Africa Business Partners will be categorised according to the value of the software that they purchase on a monthly basis.

#### 1. Level 1: QBRN Business Partner Standard

- All first-time appointed resellers will be awarded with this status.
- QBRN Business Partners will receive a 30% discount off all software purchases.
- QBRN Business Partners are required to sell a minimum of R15,000.00 of QuickBooks accounting software per month.

#### 2. Level 2: QBRN Business Partner Plus

- QBRN Business Partners will receive a 38% discount off all software purchases.
- QBRN Business Partners are required to sell a minimum of R25,000.00 of QuickBooks accounting software per month.



### 3. Level 3: QBRN Business Partner Supreme

- QBRN Business Partners will receive a 45% discount off all software purchases.
- QBRN Business Partners are required to sell a minimum of R40, 000 of QuickBooks accounting software per month.

## Membership benefits:

QBRN Africa Business Partners will receive the following benefits:

## Software benefits:

- QBRN Africa software suite consisting of the following:
  - QuickBooks SimpleStart
  - QuickBooks Pro (Single User Version)
  - QuickBooks Premier (Single User Version)
  - Quick Payroll (1-120 Employees)
- Free upgrades to any new versions of the products within the QBRN Africa software suite released during the membership year.

### Please note the following:

- The above software suite is for in-house use only and cannot be resold.
- Additional users will be charged at R500.00 per additional site.
- A further R250.00 annual license fee per annum per user added entitles the added user to receive a full software suite.
- Membership of the QBRN Africa will be terminated if the annual renewal fee is not paid timeously.

## Additional benefits:

- QBRN Pricing on all products distributed by EasyBiz (PTY) Ltd. Please refer to the dealer price list attached for further pricing details.
- Additional special pricing on specific bulk or strategic orders
- Unlimited telephonic, fax and e-mail support
- Optional QuickBooks Certification Training (for Business Partner's own expense)
- 10% Member discounts on QuickBooks training courses and seminars
- Regular QBRN Africa e-mail communication
- Regular workshops, seminars and reseller functions
- Access to various QBRN marketing materials via the secure site on [www.quickbooks.co.za](http://www.quickbooks.co.za).
- Contact details will be displayed on the QBRN locator on the [www.quickbooks.co.za](http://www.quickbooks.co.za) for end-users to access

**To become a QBRN Africa Business Partner, please complete the application form below and fax to either one of the following EasyBiz branches:**

**Johannesburg:**

**T: +27 11 292 8236**

**F: +27 11 292 8266**

**Cape Town:**

**T: +27 21 671 4410**

**F: +27 21 671 4185**

**Durban:**

**T: +27 31 566 2960**

**F: +27 31 566 2650**

**Email:**

**[info@quickbooks.co.za](mailto:info@quickbooks.co.za)**

**Web:**

**[www.quickbooks.co.za](http://www.quickbooks.co.za)**

**Please remit by Direct Deposit to:**

**Account Name:** Quickbooks SA

Bank: ABSA

**Branch:** Business Centre Sandton

**Branch Code:** 331-155

**Account number:** 4062777130



## QuickBooks Reseller Network Application Form

Title:

Name:

Company name:

Country of origin:

Company registration number:

Physical address:

Code:

Postal address:

Code:

Tel (including dialling code):

Fax (including dialling code):

E-mail:

Website:

No. of employees in organisation:

Nature of business:

Authorised signature:

Date:

## TERMS AND CONDITIONS FOR QUICKBOOKS RESELLERS

1. In the course of doing business with EasyBiz (PTY) Ltd, The Reseller will have in its possession the products of Intuit Ltd. and its affiliates (collectively in this Exhibit, "Intuit"), including without limitation the product known as "QuickBooks," and related documentation (collectively, "Products"), which The Reseller intends to purchase for resale to end users. The Reseller acknowledges that the intellectual property in such Products, and any translations or derivative works thereof, is owned at all times by Intuit, and The Reseller does not have any ownership interest in such intellectual property, or any rights in the Products other than the right to provide the Products to end users by way of license from Intuit.
2. The Reseller intends to abide by any lawful restrictions concerning marketing and sale of the Products, and applicable territory and term of the relationship that EasyBiz (PTY) Ltd establishes for The Reseller. The Reseller agrees not to engage in active marketing efforts outside the assigned territory, including without limitation, soliciting orders, advertising, circulating price lists for the Products, or establishing a branch, sales office or distribution depot for the Products, without the prior written consent of EasyBiz (PTY) Ltd.
3. The Reseller agrees that the Products are for resale to end users only, and will only be licensed to end users by means of end user licenses from Intuit, and The Reseller agrees that no Products will be licensed to any end user without ensuring that the Intuit end user license is available to the end user. The Reseller will not modify, lease, rent, or time-share the Products at any time, or use the Products in a hosted environment or as a service bureau. The Reseller shall not re-export the Products outside of the Territory, and shall abide by any export law requirements.
4. The Reseller acknowledges that it has a limited trade mark license to use the Product's trade marks strictly in accordance with Intuit's Trademark Usage Guidelines (which The Reseller will obtain from EasyBiz (PTY) Ltd, or if not provided to it, directly from Intuit at its request). Trademarks for the Products shall be used only in order to promote the Products for sale to users. All uses of the trademarks shall inure to the benefit of Intuit. In addition, any content relating to the Products which Intuit or EasyBiz (PTY) Ltd makes available for use in promotion of the Products or on a The Reseller web site that promotes the Products shall remain the sole property of Intuit or EasyBiz (PTY) Ltd (or their licensors), as the case may be. The Reseller further agrees not to register, or attempt to register, directly or indirectly, with any governing authority, any or all of the Intuit trade marks, or any trade marks or service marks that are confusingly similar to any or all of the Intuit trade marks.
5. The Reseller will notify EasyBiz (PTY) Ltd immediately of any actual, threatened or suspected infringement of Intuit's intellectual property rights in the Products or the Intuit marks, and will follow the instructions of EasyBiz (PTY) Ltd regarding such infringement.
6. In the course of promoting the Products, it is possible that The Reseller will obtain nonpublic information about Intuit, its Products or other products, or about Intuit's customers. Subject to the requirements of applicable privacy, data protection, and freedom of information or other similar laws and legislation, The Reseller agrees to maintain all such information in strict confidence for the term of any agreement with EasyBiz (PTY) Ltd and for three (3) years after the later of the termination of such agreement, or our last sale of the Products. Upon any termination of its role as The Reseller, The Reseller agrees to return or destroy (at Intuit's direction) to Intuit, any such confidential information.
7. To the maximum extent permitted by applicable law, The Reseller intends that Intuit shall be a third party beneficiary under the Contracts (Rights of Third Parties) Act 1999 of the terms and conditions between it and EasyBiz (PTY) Ltd, and of any other agreement between EasyBiz (PTY) Ltd and The Reseller.
8. The Reseller acknowledges and agrees that the Products and Upgrades are being provided to it on an "as is, where is" basis without warranty or representations, express or implied by statute or otherwise, except to the extent prohibited by applicable law and except as stated in the end user license agreement for the applicable Product. The Reseller shall not imply any warranty from Intuit other than the general warranty available to Intuit's end users specified in the end user license agreement contained in the applicable Product. The Reseller acknowledges and agrees that the Product is not warranted to be error free or that its use will be uninterrupted.
9. EasyBiz (PTY) Ltd reserves the right to approve or decline this application for QBRN status.
10. This arrangement is valid for one year from date of approval, with the option to renew in year two.
11. All goods remain the sole and absolute property of EasyBiz (PTY) Ltd until paid for in full.
12. Terms are strictly COD unless otherwise instructed by EasyBiz (PTY) Ltd.
13. The EasyBiz (PTY) Ltd recommended retail pricing must be strongly adhered to.

I, \_\_\_\_\_ hereby accept and understand the terms and conditions above.

Signed at \_\_\_\_\_ on \_\_\_\_\_ 20 \_\_\_\_\_

Authorised signature: \_\_\_\_\_

Full name: \_\_\_\_\_

Designation: \_\_\_\_\_

Company name: \_\_\_\_\_

Company registration number: \_\_\_\_\_

**QuickBooks**<sup>®</sup>  
QBRN BUSINESS PARTNER