

1. Who can become a partner?

Any organization or individual who can act as a source of business for Globussoft can become a partner. Organizations like Data Scanning Companies, Outsourcing firms OR individuals like IT Techies, Management Consultants, Sales Personnel, Freelancers (Working and Retired both), who can influence decisions or be our partner in acquiring new clients.

2. How does the partnership deal work?

All parties need to sign a Non-Disclosure Agreement and a Partner Agreement with Globussoft before the commencement of any sort of business. The terms of the contract would need to be agreed on by both the parties for a partnership.

3. What do I gain by becoming a partner with Globussoft?

Any individual or organization, which brings in business for Globussoft, would be earning a commission based on the standard commission structure till the end of the contract with the end customer.

4. Do I have to incur any costs for partnering with Globussoft?

No, there are no fees involved in partnering with us. As our incentives are very seamless for acquired business, However we expect our partner to bear costs (towards, travelling, lodging & boarding) related to client acquisition.

5. I could provide an opportunity, but I don't see your capability in the domain. Can I still partner with you?

We are a growing organization and constantly put in efforts into expanding our service offerings in new verticals or market. We recognize efforts put in by our partners for the development in new focus areas by working with you to ensure that we win business and also reward you with appropriate incentives.

6. What is the continuity plan for me in partnering with Globussoft?

All customers' contracts as well as partner contracts are signed for duration of three years. In case the customer contract exceeds the partner contract, the partner contract would be renewed.

7. What responsibilities do I have towards Globussoft?

A partner needs to be transparent about bringing in the business for Globussoft, should not violate any terms of contract or laws of the countries, the partner gets businesses from. A partner needs to work with Globussoft sales representative for every opportunity that Globussoft is eligible for.

8. Will Globussoft provide any training about their services before I start working on getting clients?

After signing the contract, Globussoft will arrange for an induction program to

familiarize you on the service offerings, target customers and value proposition to equip you to have an effective conversation with potential customers.

9. What happens when I get a qualified opportunity?

On every qualified opportunity, we would identify a sales representative who will work with you to nurture the opportunity. You will be supported by our internal teams in making proposals and sales materials. You need to identify the key persons from the client side so that together we put forth a winning proposal.

10. What if there are any operational issues related to my client, post bringing in the business?

All customers will have a designated person i.e. an Account Manager for all issues related to delivery. Besides, we have a very strong operation management & quality control team that will ensure that all the issues are appropriately and quickly addressed.

For any more queries, write to us at partner@globussoft.com and we would get back to you with answers.