

Telstra Partner Portal Commissions Terms and Conditions

Dear Partner

Telstra have made available to Dicker Data an Order Submission Portal to replace the previous eForm submission process, known as Partner Portal. Partner Portal allows for advance commission payments, upgrade commissions and faster commission payments for certain eligible products. It will also provide to you with faster, transparent and accurate commission payments and order tracking.

Advance Commission Payments

Partners will receive an advance payment upon submission validation and acceptance into Telstra provisioning. This advance payment is typically fifty percent (50%) for approved products.

Eligible commission will be paid in split payments of two parts:

Part 1: Advance Payment (upon submission once validated and accepted into Telstra provisioning)

Part 2: Balance at Completion

Balance at completion payments will consolidate initial payments, against the remaining commissions due, and any inflight changes to the project that changes the value of the overall commission payment.

Please note that this process will cover some, but not all of the Telstra products currently available to Telstra partners. Products may be added to or removed from this process without notice from Telstra.

Products that have not been onboarded into the Partner Portal will continue to be paid via Legacy Commissions and will not be eligible for advance payments.

Partner Services will only receive commissions at completion (i.e. no Advance Payments).

Upgrade Payments

The submission process will now allow for payments for eligible upgrades as well.

Upgrade payments refers to: Adds, Moves and Changes (AMC's) to a customer's product or service that results in an increased commission when the product's old details are compared with the new details. Upgrade orders also receive the benefits of split payments if submitted via the new Portal Process. Difference calculations will be determined using scheduled rates at the time of upgrade submission.

**** Note:** Currently product upgrades are only applicable for Managed Data Network (MDN) Bundles and legacy MNS Bundles. Other product upgrades may be added in future.

Clawbacks

Telstra and in turn Dicker Data continue to reserve the right to clawback commission payments under this new process.

Clawbacks refer to commissions that have previously been paid to partners, but have been or will be reclaimed by Telstra. Any clawbacks reclaimed by Telstra will be reclaimed from the Partner by Dicker Data. Clawbacks apply to products and feature removal, but also apply in the case of an entire order withdrawal.

Dicker Data reserves the right, where Telstra has clawbacked after a full commission balance has been paid to Dicker Data and the Partner, to clawback directly or deduct any outstanding clawback amounts from any future payments to the Partner.

To enable submission of orders through the Partner Portal Process, you will need to confirm acceptance of the terms and conditions outlined here by signing and returning this letter to Dicker Data at Telstra.Sales@dickerdata.com.au.

Kind Regards,



Simon Banks
Business Manager – Telstra Services

I, _____, from partner, _____, have read and accept the attached conditions in regards to Telstra Commission Payments including Advance Commission Payments, Upgrade Payments and Clawbacks.

Signature _____

Name _____, Date _____