

# 4<sup>th</sup> Quarter<sup>®</sup> Accounting Solution

## Braided Matrix 4Q Developer Policy

---

### Benefits

- 1) Braided Matrix will refer clients to Developers for installation, sales and support.
- 2) A listing and link on our web site.
- 3) Tech notes, access to bug database, monthly 4Q bulletins.
- 4) 10% to 30% discount on 4Q products purchased for resale.
- 5) Discounts on additional training.
- 6) Braided Matrix will respond to RFP's from Developers clients
- 7) Braided Matrix will supply demo kits and literature for VAR clients.

### Training

- 1) All developers must complete a three day training in order to be considered certified 4Q Developers.

### Source Code

- 1) Developers may lease or purchase the 4Q-source code. Source code purchase also requires purchase of a corresponding runtime license.
- 2) Developers may sell customized source code to clients who have not purchased the source code, although all clients using 4Q in any form must purchase a runtime license from Braided Matrix.
- 3) Runtime license and source code license are not transferable.
- 4) Developers' clients wishing to have access to source code must purchase a source code license directly from Braided Matrix.
- 5) Purchase of annual Upgrade Program is required for access to latest source code.

### Re-seller Discount

- 1) 10% commission goes to all developers who support a sale, regardless of who first locates the client. Only one developer will receive the commission for any given sale. If the developer who initially locates the client is replaced with another developer who completes the sale, then only the developer working with the client at the time of purchase is entitled to the commission.
- 2) 20% discount on 4Q products purchased for resale (does not cover the cost of 4Q support programs) if VAR finds prospective client and sells 4Q to them and we provide less than 1 hour of phone support and a respond to a maximum of one written set of specifications. Braided Matrix will reduce the re-seller discount to 10% if we spend more than one hour assisting with the sale.
- 3) Braided Matrix offers an extra 10% commission for all sales exceeding a gross amount of \$50,000 that Developers make in any calendar year.
- 4) Developers are responsible for all billing of their clients unless other arrangements are made with Braided Matrix.
- 5) Braided Matrix does not provide support to Developers clients unless those clients are licensed owners of a current version of a 4th Quarter product and have paid Braided Matrix for support hours.
- 6) Braided Matrix will contact Developers clients to solicit them for our yearly Upgrade Program. No commissions are given on upgrades. Developers will receive a copy of all correspondence

### Developer's Clients

- 1) Developers are responsible for all billing of their clients.

- 2) Developers set their own fees.
- 3) Braided Matrix is not responsible for unpaid client bills. We recommend advance collection of developers' fees from clients.
- 4) Braided Matrix does not provide support to developers' clients unless those clients are licensed owners of a 4th Quarter product and are current members in a 4Q Support program.
- 5) Braided Matrix will contact developer's clients to solicit them for our yearly Upgrade Program (which does not include hourly support). No commissions are given on upgrades. Developers will receive a copy of all correspondence.

### **Annual Dues**

- 1) Due once a year on the anniversary of the completion of your training.
- 2) Cost: \$250 per year
- 3) 4Q, Inc. reserves the right to refuse membership in the Program, or to terminate this agreement, where 4Q, Inc. deems you unqualified at 4Q, Inc.' sole discretion. 4Q, Inc. reserve the right to change the cost of the Program and products at any time, without notice.