

**Software and Services Referral Agreement Between  
<Company> and <Referring Entity>**

SOFTWARE

If <Referring Entity> refers an organization to <Company>, and there is a software sale by <Company> to that organization, the referral fee to <Referring Entity> for the initial sale of software products sold to <Referring Entity>'s referred organization will be 25% of <Company>'s margin or referral fee from the Independent Software Vendor (ISV).

PROFESSIONAL SERVICES

If <Referring Entity> refers an organization to <Company>, the commission for professional services provided by <Company> to a referred organization will be 10% of <Company>'s billing rate for services delivered to the referred organization for the first year (from the date that <Company> first logs billed time to the organization). <Company>'s current client billing rate is \$<Amount> per hour, although this rate can vary.

EXCLUSIONS

There will be no referral fee paid for travel charges or for software maintenance and support fees.

PAYMENT

<Company> will send a referral fee check to <Referring Entity> within 60 days of the time that payment is received from a referred organization. <Company> will provide <Referring Entity> with a detailed report of billed time and/or software sold.

If a referred organization defaults on payment for specific services, <Company> will not be required to pay <Referring Entity> a commission for those services.

EFFECTIVE DATE

The effective date of this agreement is <Date>. The term of this agreement is one year.

By: <Name>  
<Company>

By: <Name>  
<Referring Entity>

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date