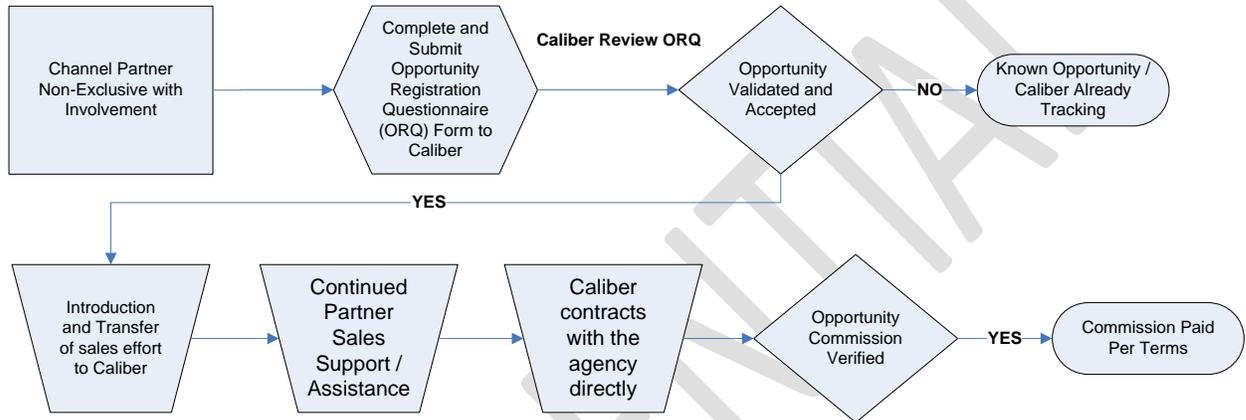


Exclusive Channel Partner Opportunity Incentive Plan Tiers

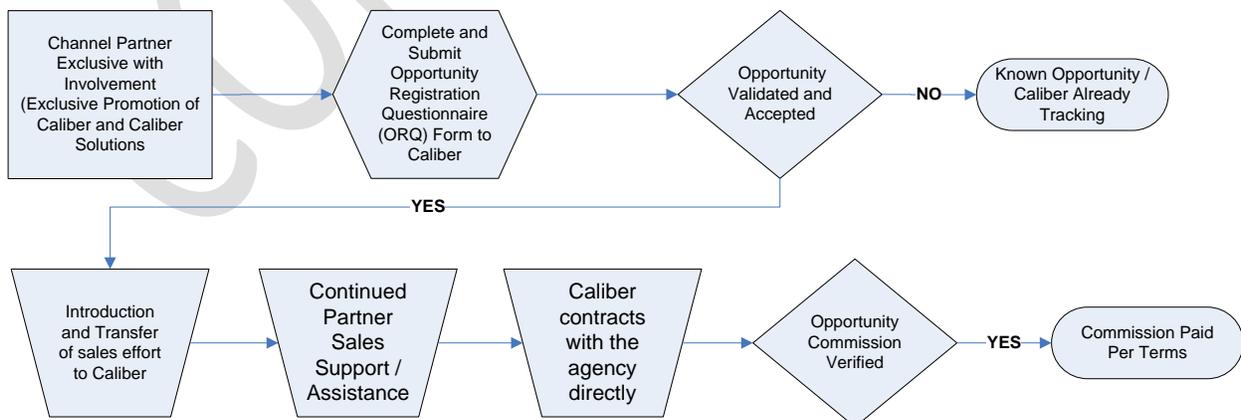
1. Referral Only:

- a. Registered Channel Partner.
- b. One (1) % commission of initial software subscription/licenses, and services (no recurring) paid on validated opportunities registered with Caliber.
- c. Warm introduction and transfer of sales effort to Caliber.
- d. Caliber contracts with the agency directly.



2. With Sales Involvement:

- a. Registered Channel Partner.
- b. Four (4) % of initial software subscription/licenses, and services licenses (no recurring) paid on validated opportunities registered with Caliber.
- c. Exclusive promotion of Caliber and Caliber solutions for opportunity.
- d. Channel Partner will assist with sales support (discovery calls, demo, technical calls, etc.) as required.
- e. Caliber contracts with the agency directly.



Channel Partner Status Enhancers

Partner Status Levels: Please note that partners can hold only one status at a time.

1. **Caliber Partner Status:** Caliber Channel Partners registered with Caliber and in good standing.
2. **Caliber Silver Partner Status:** Achieve and maintain Silver partner status upon submitting at least six (6) valid ORQFs accepted by Caliber within the previous twelve (12) months. Silver partners receive an additional half (1/2) % on initial software subscription/licenses and service licenses (non-recurring) for verified opportunities registered with Caliber after achieving Silver status.
3. **Caliber Gold Partner Status:** Achieve and maintain Gold partner status upon reaching a combined sales total of two hundred and fifty thousand dollars (\$250,000) of one or more purchased Caliber product from a referred prospect within the previous twelve (12) months. Gold partners earn an additional one (1) % on initial software subscription/licenses and service licenses (non-recurring) for verified opportunities registered with Caliber after achieving Gold status.
4. **Caliber Platinum Partner Status:** Achieve and maintain Platinum partner status upon reaching a combined sales total of five hundred thousand dollars (\$500,000) of one or more purchased Caliber products by a referred prospect within the previous twelve (12) months. Platinum partners earn an additional one and a half (1.5) % on initial software subscription/licenses and service licenses (non-recurring) for verified opportunities registered with Caliber after achieving Platinum status.