



## **Referral Partner Agreement**

### **Definitions:**

#### **Referral Partner (“Partner”):**

- Partners are referral oriented. They make introductions, and then rely on Dobson sales personnel to qualify the opportunity, provide pricing, sell, and support the customers, as further outlined below. A Partner may have an established business providing products and/or services to a similar customer base. Or they may be able to simply make introductions to decision makers with companies who could potentially become Dobson customers.

#### **Referral Partner (“Lead”):**

- A Lead is defined as a business that (i) has not been a Dobson customer within ninety (90) days of when the prospect is shared with Dobson, (ii) there is no documentation in Salesforce to note interaction with a Dobson sales representative within the last six months, and (iii) has an interest in telecommunications services that was verified by Partner. Once a Lead is qualified based on these parameters, a Dobson sales representative will engage the potential customer, generate a proposal for Services, and attempt to earn their business.

#### **Commissionable Items:**

- Commissions are earned by a Partner for a qualified Lead which results in new Monthly Recurring Charges (“MRC”) for Dobson within six months of the Lead being provided. Dobson shall have the right to reject orders from any Lead referred by Partner who is not, in Dobson’s sole discretion, worthy of credit or who is otherwise not a desirable customer of Dobson subject to relevant restrictions under any applicable law or tariff.

### **Products and Services provided by Dobson:**

- Dedicated Internet Access
- Shared Internet Access
- Ethernet Transport Services
- Managed Wavelength Service
- Hosted PBX
- ELAN
- MPLS
- SD WAN
- Cloud Connect

**Commission Structure:**

- A Referral Partner shall be paid commission equal to one (1) month of full MRC, excluding any taxes, fees, partial months billing, and non-recurring charges.
  - For example: A Lead is referred to a Dobson sales representative who qualifies the Lead, and then sells \$2,500 MRC in new Dobson services. The Referral Partner earns \$2,500 compensation from Dobson.
  - All contracts and pricing must be pre-approved.
  - Payment will be issued within 60 calendar days after service is installed and billed.

Dobson reserves the right to amend this Referral Partner Agreement upon 90 days written notice to said Referral Partner.

**Dobson Fiber**

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*(Referral Entity)*

\_\_\_\_\_  
*Dobson Fiber Sales Manager/Director*

\_\_\_\_\_  
*Printed Name*

\_\_\_\_\_  
*Dobson Fiber Sales Title*

\_\_\_\_\_  
*Title*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Date*

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*Signature*

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