

WORLD PROCUREMENT™ REFERRAL PROGRAM: PREPARING YOUR REFERRAL

THE POWER OF WORLD PROCUREMENT™

SMALL, MEDIUM, and LARGE
BUSINESS CLIENTS CAN NOW
HARNESS THE EXPERTISE OF
WORLD PROCUREMENT'S™
RESEARCH AND DEVELOPMENT

- Top Rated Enterprise Class Solutions
- Top Rated Most Capable Online Solutions
- Top Rated for Speed and Ease of Use
- Rated Most Affordable among Proficient Online Solutions
- Continued product releases
- Integrated processes and flows
- Easy to implement Business Accelerators

It is recommended that your answers to the questions asked within the on-line World Procurement™ Referral Program form be as detailed as possible. Providing complete and detailed information will allow an World Procurement™ sales representative or partner to respond immediately to your referral, dramatically increasing the chance for mutual success. The participation requirements of the World Procurement™ Applications Referral Program and questions asked throughout the process are replicated below for your convenience:

Referral Fees

- \$200.00 Small Business (100 or fewer employees) Referral
 - \$200.00 at signing
- \$800.00 Medium Size Business (100-999 employees) Referral
 - \$400.00 at signing, \$400.00 on first anniversary
- \$1,500.00 for Large Size Business (1,000 employees or more) , State, County, City, Upper/Lower Educational Entity
 - \$750.00 at signing, \$750.00 on first anniversary

Participation Requirements

- The company that you are referring has not participated in a sales cycle with World Procurement™ or a World Procurement™ partner within the past 12 months, and/or is not an World Procurement™ customer.
- The job title of your referral contact is that of a manager level or above.
- You have the ability to set up an introductory teleconference or face-to-face appointment with your referral contact and an World Procurement™ representative and/or partner.
- The contact at your referral company has expressed a willingness and is interested in speaking with World Procurement™.



SIMPLE AS 1-2-3!

1. GO TO
WORLDPROCUREMENT.COM
2. CLICK ON THE **CONTACT US**
MENU OPTION
3. CLICK ON THE **REFERRAL**
PROGRAM TAB
4. ENTER INFORMATION
5. CLICK SUBMIT BUTTON

RELATED PRODUCTS AND SERVICES:

A complete World Procurement™ Referral Program Tool Kit is available to maximize your success and help you to find the perfect opportunity. The kit includes:

- Program Information Datasheets & FAQs
- Product White Papers

Submittal Questions

A. Please provide your contact information:

- Includes your name, email address, phone number, address, city, state, zip code, and country
- It is requested that you identify whether or not your organization is a current World Procurement™ customer

B. Please provide information about the company you are referring to World Procurement™ :

- Includes full legal company name, address, city, state, zip, country, and phone number
- Name of the person that World Procurement™ can contact about this referral
- The title/role of your contact
- The organizational business unit or department in which your contact is employed
- Your contact's email address and direct telephone number.
- What World Procurement™ solutions are of interest to your client. Choose: ProRFx®, SpendManagerPro®, ERP, etc.
- When does the company wish to begin implementation of a new solution? Answer by selecting a general time frame from drop down list.
- What similar software (if any) does the company have in place today?
- What is the business problem that company hopes to resolve with the implementation of a new solution?
- What other vendors, besides World Procurement™, will the company be evaluating?
- Other helpful information/comments

Copyright 2005-2015, World Procurement™. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

