



Fast and easy reminders for Teams ©

Kippa, the Reminder bot missing from Microsoft Teams

KTi Kippa Reseller Partner Plan

Using Kippa

Our partner plan is offered only to organizations who use Kippa internally. Please complete your Application by downloading a free trial from [Microsoft's AppSource store](#).

When your trial expires in two weeks, we'll send you a link to our [Partner Portal](#) to purchase Kippa for your internal use. The first 500 seats you purchase are priced at the initial partner discount of 30%, yielding a price of \$17.50 per seat per year. The discount increases with volume as shown in the table below. (All prices in US dollars).

You may adjust the number of seats you use internally, or renew or cancel your subscription, in your [Partner Portal](#) at any time. Subscription fees will be adjusted accordingly. Any refunds due will be issued according to our [Terms of Service Agreement](#).

Royalties

Your royalty begins accumulating on the day your client purchases Kippa. Royalties are paid one month after KTi receives payment, and continue to be paid for as long as the client uses Kippa.

Royalties of less than \$1,000 will be accumulated until they exceed this threshold to reduce the cost of transfer payments.

We do not pay a royalty for the seats you use internally, but the number is included in the calculation to determine the tier level for your royalty payment. When looking at the table below, please subtract the number of seats you use internally from the totals shown for each level.

Tier #	Volume Breaks	Discount %	Total Sold	Annual Royalty	Monthly Payment
1	1-500	30.00%	500	\$3,750.00	\$312.50
2	501 to 5,000	33.00%	5,000	\$41,250.00	\$3,437.50
3	10,000 to 20,000	36.00%	10,000	\$90,000.00	\$7,500.00
4	20,001 to 30,000	39.00%	20,000	\$195,000.00	\$16,250.00
5	30,001 to 40,000	42.00%	30,000	\$315,000.00	\$26,250.00
6	40,001 to 50,000	45.00%	40,000	\$450,000.00	\$37,500.00
7	50,001 to 60,000	48.00%	50,000	\$600,000.00	\$50,000.00
8	60,001 to 70,000	51.00%	60,000	\$765,000.00	\$63,750.00
9	70,001 to 80,000	54.00%	70,000	\$945,000.00	\$78,750.00
10	80,001 to 90,000	57.00%	80,000	\$1,140,000.00	\$95,000.00
11	90,001 to 100,000	60.00%	90,000	\$1,350,000.00	\$112,500.00
12	100,001 to 110,000	63.00%	100,000	\$1,575,000.00	\$131,250.00
13	110,001 to infinity	66.00%	110,000	\$1,815,000.00	\$151,250.00

The Sales Process

We will supply you with marketing materials and sales aids. To ensure consistency of our marks and Kippa images, we request that any sales or marketing materials you create for the purpose of selling Kippa be approved by us in advance.

When one of your clients agrees to a free trial, all you need do is register the client in our [Partner Portal](#). The client then installs Kippa directly from Microsoft's AppSource store, and begins using the app immediately. We will record the sales representative who registers the sale and report this information to you with each royalty payment, to enable you to calculate any commissions owed.

If you attempt to register a client as a sale and that client is already a Kippa user, you will be contacted by us to resolve the situation. KTi's decision in these cases will be final.

When the trial expires in two weeks, your client completes the purchase transaction on our site and thus pays us directly. These users remain your clients forever, and as befits your relationship with this client, you control the Kippa renewals sales process. We are both obviously motivated to ensure that these clients renew their subscriptions when they expire, and we'll provide any assistance you request in this regard. For this reason, we will notify you by email two weeks before any of your client's annual subscription expires. We will not remind you about the expiry of a monthly subscription, but we will remind you when a client's subscription automatically renews because they selected this option during the purchasing process.

KTi will provision each new Microsoft Teams tenant with the required number of Kippa seats, and will carry all costs associated with the use of Kippa by your own or any of your client organizations. KTi will provide Kippa support to your own and client organizations.

To ensure that you are aware of all of your client's Kippa activity, your own sales representatives will administer their client's usage of Kippa from within our Partner Portal. These admin duties include adjusting the number of Kippa seats the client uses, or renewing or canceling subscriptions on their behalf. Any refunds resulting from these activities will be paid to the client directly, and your royalties will be adjusted to suit.

General Terms

While we will happily agree to an audit of our accounts, given that you will know precisely how many users you have sold Kippa to, there should not be a need to verify that your royalties are accurate.

You may terminate this agreement at any time, for any reason. If you do so, you will of course be in a position to dissuade your clients from renewing their Kippa subscriptions and, as specified in our [Terms of Service](#), they may terminate their subscriptions at any time. Any applicable refunds will be paid to the appropriate parties. If you do terminate this partnership, all future royalties for any of your clients who continue to use Kippa will no longer be paid to you.

KTi may terminate this agreement, but only for a reason which must be discussed with you prior to any action being taken. If this reason involves an illegal action on your part, or a demand from a

law enforcement agency, KTi may terminate the arrangement immediately. For all other reasons, KTi will provide a minimum of one month notice.

Any disputes regarding this agreement will be tried in a court of law in Toronto, Ontario, Canada.

KTi's [Terms of Service](#) and [Privacy Policy](#) cover the use of Kippa and will be assumed by us to form an addendum to any SaaS app agreements which may exist between you and your clients.

Singing into your Partner Portal is taken by us to indicate your acceptance of these terms and those stipulated in our [Terms of Service](#) and [Privacy Policy](#) Agreements. If you wish to discuss any of these terms, [please contact](#) us before you sign in.