



CloudLeader Referral Program Guide



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1. Program Overview

CIOs are in a unique position to help organizations leverage the cloud to drive growth and innovation. CloudLeader, is Corent's referral program tailored specifically to virtual and fractional CIOs. This partnership initiative allows you to introduce analyst-acclaimed technology to optimize your clients' cloud journey and monthly cloud spend. You are able to increase your value as an independent vCIO or fCIO and have the option to earn commissions on your referrals.

This guide will provide you with all of the relevant information for becoming a CloudLeader referral partner.

2. Participating in the Program

Participating in the CloudLeader program is simple.

1. **Apply:** Fill out the [application form](#) on our website to start the process. A Corent staff person will speak with partner candidates to best understand how we can help and support you as a Corent referral partner.
2. **Onboard & Learn:** Receive onboarding to the program including an introduction to Corent's ComPaaS and other solutions. As a referral partners, you will also receive:
 - Periodic updates about the latest Corent products, services, and features to better support your clients
 - Exclusive access to webinars, events, and training designed specifically for you
 - Marketing and sales support including co-branded marketing and sales materials to help you recommend Corent's ComPaaS and any other relevant solutions
3. **Refer:** Register your client referrals using the [registration form](#).
4. **Monitor:** Corent staff will help you monitor your referrals and their progress as they become Corent customers and commission opportunities for you.
5. **Earn:** If you accept commissions, you will receive a 10% commission on the first year's revenue from each successful net new referral, with quarterly payouts (minimum payment of \$100) and opportunities to earn additional commissions when clients renew and expand their contract amounts.

3. Program Terms & Conditions

Referral partners who participate in the program must agree to its specific terms and conditions, which are as follows:

- The referral program is open to virtual and fractional CIOs who have existing clients in need of cloud migration, modernization, and cloud management services.

- Partners must adhere to Corent Technology's brand guidelines when promoting our products and services.
- Corent Technology reserves the right to review and approve or reject referrals at its discretion.
- Referred prospects must be new customers who have not previously engaged with Corent Technology.
- Commission payments will be processed quarterly, with a minimum threshold of \$100 for payout. Any unpaid commissions below the threshold will roll over to the next quarter. Referral payments will be made only after Corent collects from the customer.
- Corent Technology reserves the right to modify the terms and conditions of the CloudLeader Partner Referral Program at any time, with or without notice.

4. Commission Structure

Corent appreciates all referrals from its partners and is pleased to offer optional commissions in exchange for referrals to organizations that become new Corent customers. If you're interested in receiving a commission for your referrals, you may opt-in and will be paid as follows:

1. Receive a 10% commission on the first year's revenue generated from each successful net new referral (the companies referred must not already be Corent customers).
2. Earn additional commissions on renewals of 5% on the year 2 renewal amount and 2.5% on the year three renewal amount.
3. As an added bonus, Corent will double the commission rate if the referred client increases its monthly current subscription amount by 10% or more.

Sample payout examples:

Renewal Year	Typical ARR	Base Commission	Base Rate	Bonus Commission	Bonus Rate (w/ ARR growth)
Initial year	\$50,000	\$5,000	10%	N/A	N/A
Year 1	\$50,000	\$5,000	10%	\$5,000	10%
Year 2	\$75,000	\$3,750	5%	\$7,500	10%
Year 3	\$100,000	\$2,500	2.5%	\$5,000	5%
Total		\$16,250		\$17,500	

For questions or more information, please email partners@corenttech.com.