

## NON-EXCLUSIVE DEALERSHIP AGREEMENT

This Dealership Agreement is made between the Reseller of SchoolWrite software and Brennan Bates & Associates (BBA Software). Agreement is implied by sending a copy of the full text of this Agreement, and a stated agreement by the Reseller. An agreed Dealer Price (% commission) must be stated in the following paragraph.

### **DEALER PRICE:**

The dealer price that we will agree to at this stage is: n% off the retail price. (ie the Reseller pays BBA Software 100-n% of the retail price, and retains n%.)

The current retail prices are as follows:

#### SW 3 Windows

##### **SW 3 ONE YEAR LICENCE**

Full system : = \$US 441  
Individual modules: = \$US 49

#### SW 3 Windows

##### **SW3 UNRESTRICTED LICENCE** (one-off payment, no more to pay)

Full system: = \$US 2,241  
Individual modules: \$US 249

There are nine modules in SchoolWrite:

- Students academic records
- ReportWrite for teachers on removable medium
- Timetable Printing
- Parent Billing
- Future Enrolments
- Past Student tracking
- General Ledger accounting
- Staff Payroll
- Creditors payments

## **PRICE CHARGED TO SCHOOLS:**

The price that you, the Reseller, charge to the school can be any price that you believe is appropriate. You may charge the Recommended Retail Price, or any other value-added price. (SchoolWrite's standard pricing screen can be suppressed, so that users are not confused by different prices.) Thus your margin is as big as you would like to make it. You may set a value-added price, including installation, training, support, hardware, etc. Resellers who value-add their services to the end user software price may prefer to suppress prices from the users' SW 3 screens.

You may distribute demonstration software (free of charge). A FREE 60 day trial registration is offered to your customers. The ONLY restriction is the expiry date. File sizes are unlimited, and all system features are enabled. BBA will supply the 60-day registration key to you free of charge, when you send through the name of the school. This is available for as many customers as you request.

## **PAYMENT FOR USER REGISTRATION KEYS:**

Resellers are required to send payment, components required, and end-user's registration name with order. BBA Software will send User Registration Key by return email. Payment at the agreed discount rate can be via TT direct to our bank account (details will be supplied), via MoneyGram ([www.moneygram.com](http://www.moneygram.com)), or via MasterCard/Visa. The MasterCard or Visa being used for payment may be either the Reseller's own card, or a card nominated by the school.

Fees are paid by the sender when remitting funds via TT or MoneyGram. With credit card payments there are no fees paid by the sender.

## **TRAINING AND SUPPORT OF RESELLER:**

Free email support will be given to the Reseller by BBA Software in relation to:

- Marketing
- enquiries from potential school users
- enquiries from registered school users
- questions about a school's data - sending their compressed data backup to BBA
- Database utility software provided, to support school users.
- CD-ROM to install demonstration systems; provide sample printouts, slideshows, and other presentations

### **TAILORED PROGRAMS:**

A tailored program can be provided for any school using SchoolWrite, as a separate executable program. The program, eg a Report, will be tailored to the school's exact requirements. A tailored Menu will be built up for a school that requests several items. The cost of programming is based on an hourly rate, and will be quoted when the requirements are specified. Payment for tailored programming is made in the same way as payment for User Registration Keys. The quoted programming fee may be paid to BBA Software either by the School, or by the Reseller (with or without a value-added fee to the school).

### **REMEMBER:**

SchoolWrite is a self-installing system with software being licensed without further installation. This has been developed to open up possibilities for resellers. There are many scenarios:

- Demonstration software can be installed with schools freely
- Schools can freely use the full SchoolWrite (SW 3) software for a 60 day trial period.
- SchoolWrite Introduction software can be displayed / handed out
- SchoolWrite browser Slide Show can be displayed / handed out
- SchoolWrite on-line Documentation may be printed and distributed.
- SchoolWrite Web pages and graphics may be copied

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Agreed:

Dated:

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