

Quask is committed to building a successful Partner Program that benefits the Customer, the Partner and Quask.

We are looking for Partners who are experienced in Microsoft technologies and interested in delivering advanced solutions for forms driven business procedures and processes.

Almost all companies can benefit from FormArtist WorkFlow, so if you want to add your own expertise to ours to deliver killer office automation solutions, sign up at www.quask.com/partner.

Partner First

Quask is in the process of migrating from a direct sales mode to a 100% partner based model. By December 2007 we intend to sell exclusively through Partners.

Sign-Up Fee

We do not charge any sign-up fees.

Quask Early Assist Program

You can increase your commitment gradually. In the first 3 months of being a Partner we will provide remote assistance, **at no cost**, with any of the following elements of a sale:

- Sales conference calls
- Web demonstrations
- Pre-sales technical questions
- Installations

Additional Services

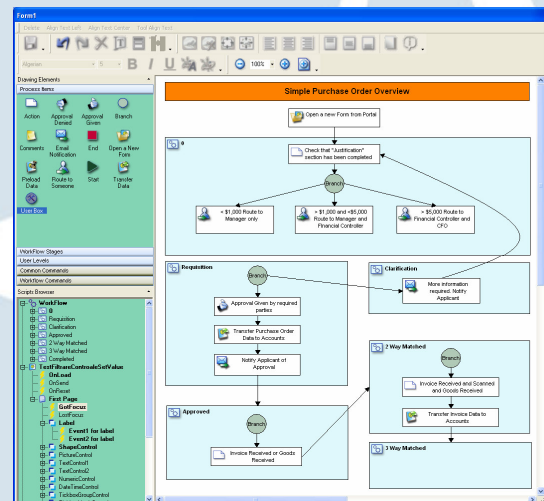
To make your start even easier, Quask is also able to provide the following services if needed (Quask will charge for these services):

- Installations (beyond the Early Assist Program)

- Training
- Form and Workflow Design
- Consultancy
- Integration

Partner Always Wins the Sale

If a Partner is engaged with a prospect that Quask is involved with, then, provided they are already a Partner, we will always hand over the complete sale. Even if the prospect or customer insists on purchasing directly from Quask, the partner will receive the full discount.



Partner Protection and 20% Extra Discount

If you are the first Partner to register a live project with us, then you will receive an additional 20% discount on top of your standard discount. If you inform Quask of a live project that has already been registered by another partner, then you will receive your standard discount and will not qualify for any additional discount. You have 9 calendar months to close this Opportunity before this special discount offer expires. This can be extended if clear ongoing sales activity can be shown.

Quick Trial Server for your Prospects

In some cases it helps to get a prospect using the software in order to show them the benefits of Quask FormArtist WorkFlow. Quask can provide a trial system that your customer can use for this purpose. All of the functionality can be tested and all that is needed is to install the FormArtist Designer on the user's desktop.

The Partner remains responsible for overseeing and supporting the trial.

Discounts

Quask provides the following discount structure:

Level	Type	Discount
Referral Partners	Any lead passed to Quask by the basic level Partner. All that is required is QCWS (Quask Certified Web Site) accreditation that shows adequate information about Quask on your web site.	15%
Selling Partners	First registered opportunities*	30-40%**
Selling & Consulting Partners	First registered opportunities*	40-50%**
All Partners	Leads passed by Quask to a Partner.	20%

* First registered opportunities are opportunities that you register on the Quask Partner Portal. Quask will deal with the customer neither directly nor with any other Partner. The opportunity will remain exclusively yours for 9 months. This can be extended if the opportunity is clearly still active. Of the amount shown on the table above, 20% is exclusively available to the first registered opportunity.

** Discounts increase with your order level.

Partner Portal

Quask will soon provide a fully featured Quask Partner Portal (QPP) that provides access to the following:

- All marketing materials such as documents, bitmaps, guides, training manuals, price lists and more
- Legal agreements that you can use for your customers if required
- Discussion Areas
- Full Sales History, including Product Keys
- Partner branded literature
- Complete set of End User training manuals

In the meantime, you can access most important materials at

http://www.quask.com/common/partner_essentials.asp

Weekly Public Web Demonstration

Every week, Quask will run a web demonstration that is open to any Partner's prospects. The only requirement

for this is that the participant is registered as an Opportunity and that they are pre-booked for the web demonstration. Please contact sales@quask.com to register your interest.

Accreditation

Quask offers four different accreditations.

QCWS - Quask Certified Web Site

All Partners require this very simple accreditation. All you need to do is have:

- A Quask dedicated web page on your site.
- Any user of the site must be able to navigate in some way to this page indirectly from your home page.
- There must be a link on that page through to our home page. This can be a very faint link that is not readily visible.
- This page must remain available for at least 12 months or for the duration of the agreement.

QCSP - Quask Certified Sales Professional

Required by Selling Partners, accreditation as a QCSP will entitle you to the full Selling Partner discount. Once accredited you will be able to fully describe:

- Benefits of FormArtist WorkFlow
- Overview of the software and its modules
- How to do a product demonstration
- Discuss advanced forms
- Answer common integration questions
- Explain additional FormArtist WorkFlow modules

In the period just after signing up as a new Partner, you will benefit from assistance in demonstrating the software and dealing with opportunities. We will be available to assist you in this process at no extra charge for a period of 3 months after sign-up.

Accreditation: your Sales Professional will be required to provide a complete demonstration to a Quask representative. There will then be a series of questions that will emulate a typical sales demonstration.

QCPE - Quask Certified Product Engineer

Required by Consulting Partners, the QCPE is the person within your organization who will know the most about the detailed workings of FormArtist WorkFlow. The QCPE will be involved in assisting the QCSP where either a full product demonstration is required or advanced, technical questions need to be answered on

topics such as integration, lookups and form field preloads.

A QCPE will have:

- Full product training
- An understanding of integration and typical integration scenarios (does not require programming knowledge)
- Extensive knowledge of the installation procedures and system configuration

Accreditation: your technical contact will be given 3 tasks and will be asked to perform them within 3 working days. We will provide a specification for a form and ask for this form to be built. We will then provide a different pre-built form and ask for a workflow to be built. Finally, we will ask a series of technical questions on the phone.

QCIE—Quask Certified Integration Engineer

Required by Integration Partners, this accreditation is intended for those Partners who intend to provide full integration and development services for FormArtist WorkFlow. The following areas will need to be clearly understood:

- Lookups and Form Field Preloads
- Introduction to the FormArtist API
- FormArtist Triggers

Quask will look to refer advanced projects to Partners with QCIE accreditation.

Accreditation: we will provide a form, a database and an integration task. We will then ask you to carry out the integration task. We will then examine the source code and look at the way in which the task has been completed.

Interested?

If you like the sound of Quask, FormArtist WorkFlow and our Partner Manifesto, please sign up online at

<http://www.quask.com/partner>

