



## Combined Knowledge Asia Pacific Partner Reseller Agreement

**Presented by: Kerriann Tyson-Jones**  
**Asia Pacific Relationship Manager**

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WORLD  
EDUCATION  
ALLIANCE

**Microsoft**  
GOLD CERTIFIED  
Partner

Information Worker Solutions  
Advanced Infrastructure Solutions



Contact Details

Reseller: Scimaptic Communications	Contact
Name: James Fox Turner	name: James Fox
Address1: L2, 27 Belgrave St	Tel: 02 9977 1312
Address2:	Fax: 02 9977 1321
Town/City: MANLY, NSW 2095	E-Mail: James.Fox@scimaptic.com
County: Australia	Website: www.scimaptic.com
Postcode: 2095	CK Contact: Kerriann Tyson-Jones

Please provide a description of your organization and its offerings below. (please note this description might be used in the marketing of your company on our partner page on the website). Please send separately if you require and also include your company logo via e-mail to sales@combined-knowledge.com.au

- See email: or www.oneplacemail.com

Combined Knowledge Asia Pacific will where possible refer any clients of ours to your company should we get requests for your product or services. We do not ask for any referral or reseller fee's for this as we feel it offers our clients a range of services that can be relied upon. Therefore, providing us with an overview of your products/services and area of work will help to ensure that we direct clients correctly.

Reselling our Courses

This document lists the Combined Knowledge Asia Pacific SharePoint Course Portfolio, it also includes course duration and pricing information and will hopefully act as a unique reference guide should you have a requirement for our training courses. We would be pleased to offer you a 30% reseller discount from the RRP course price.



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**Pricing Structure:**

Available Training courses	Duration	% Discount	Course RRP* \$AUD	Partner Price* \$AUD
SharePoint 2007 Knowledge Administrator Track	5 days	30%	\$3400	\$2380
SharePoint 2007 Knowledge Developer Track	5 days	30%	\$3400	\$2380
SharePoint 2007 Accelerated Power User and Train the Trainer Course	5 days	30%	\$3400	\$2380
SharePoint 2007 Accelerated End User	3 days	30%	\$2500	\$1750
SharePoint 2007 End User	4 days	30%	\$3000	\$2100
SharePoint 2007 Designer Course	5 days	30%	\$3400	\$2380
InfoPath 2007 for End Users	2 days	30%	\$1750	\$1225
Installing and Administering WSS V3.0	3 days	30%	\$2500	\$1750
SharePoint 2007 Site Member End User	2 days	30%	\$1750	\$1225
SharePoint 2007 Site Owner End User	2 days	30%	\$1750	\$1225
Upgrading from SPS 2003 to MOSS 2007	3 days	30%	\$2500	\$1750
Developers Guide to Web Content Management Overview	5 days	30%	\$3400	\$2380
Implement Business Intelligence using Excel Services	3 days	30%	\$2500	\$1750

*\* All prices are exclusive of GST*

**Course locations**

Our courses are delivered as public scheduled courses at various locations in Australia and New Zealand. Dates and availability for the above courses can be requested or you can visit our website [www.combined-knowledge.com.au](http://www.combined-knowledge.com.au) for up to date information.

**Course Overviews**

Our course overviews are available on our website and we can also e-mail PDF copies to you for you to distribute to clients. The course overviews cannot be modified and must always include the Combined Knowledge Asia Pacific branding. Courses must also always be promoted at the Combined Knowledge RRP price and cannot be discounted by resellers for clients unless otherwise agreed.

**Promoting our courses**

If any reseller would like to add our course listing to their website or any promotional material then this can be arranged but as with course overviews the Combined Knowledge Asia Pacific Branding needs to be clearly visible and the courses presented as courses of Combined Knowledge Asia Pacific, please send through any web links for approval prior to going live.



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### **Site Licenses**

If your clients are interested in purchasing our Site Licenses for the End User material then they would need to arrange for one of their key delegates that will be delivering the training internally to attend our 5 day SharePoint 2007 Accelerated Power User & Train the Trainer course. This consists of the 3 day SharePoint Accelerated End User course, the 1 day Site Collection course and 1 day spent teaching the delegates how to deliver our course material internally.

The Site Licenses can then be purchased as detailed below.

Site Licenses are electronic course manuals supplied as Word documents that can be modified to reflect your clients own portal images and corporate style, thus creating a familiar learning environment for the delegates. The Site Licenses can be purchased in various amounts depending on your clients requirements, they can then be printed for you to use as and when you require.

The licenses can also be uploaded onto your client's internal portal to act as useful reference guides for your clients delegates. The licenses may only be purchased to train your clients own internal delegates and cannot be used for commercial purpose. Full terms and conditions will need to be signed by your client prior to the site licenses being distributed.

For the 2007 Courses, a SharePoint 2007 Member and a SharePoint 2007 Site Owner and Site Collection Site License is available to purchase.

Pricing for Site Licenses is available on demand.

### **On-Site Training**

Combined knowledge can deliver any of our courses as closed courses at your client's site. The cost for this is \$4000 per day you would receive a 30% discount from this daily rate.

This is inclusive of trainer delivery and expenses. We usually accept up to 12 delegates on a closed course if you client has the on-site classroom available to accommodate this number.

Manuals would need to be purchased in addition to this and manual pricing can be advised.

All prices exclude GST.

### **Course Image and Set-up Guides**

The set-up guide for on-site courses can be provided on request. The set-up uses a VPC Image that Combined Knowledge Asia Pacific supply to organizations for their on-site training courses that are delivered by Combined Knowledge Asia Pacific only.

Combined Knowledge Asia Pacific does not provide any of its course images for distribution or use throughout organizations delivering internal training or using the Combined Knowledge Asia Pacific Site Licenses.

For on-site classes Combined Knowledge Asia Pacific will provide their own image for the class that can only be used when delivered by a Combined Knowledge Associated Trainer. Images must be deleted after use on the client pc's and cannot be copied and distributed as per the licensing agreements laid out by Microsoft EULA standards.



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**Client proposals**

Should you be providing your clients with sales proposals and would like to also offer SharePoint Training from Combined Knowledge Asia Pacific please let us know and we will gladly providing any supporting documentation or training templates that you require.

**Booking the courses**

For the Reseller Agreement, usually our resellers will invoice their own client directly for the training at the RRP price and we will in turn invoice you at the discounted rate. To do this we will e-mail you a booking form for you to complete and return to us. Once we have received the booking form any course joining instructions can be directed straight to the client or directly to you for you to distribute accordingly.

Combined Knowledge Asia Pacific will not actively or knowingly contact any clients directly without your authorization.

Alternatively, some resellers prefer to refer their clients to us whereby we will complete the full course booking and administration side. In this situation we would offer the reseller a 5% referral fee for recommending Combined Knowledge Asia Pacific which can be paid directly on receipt of an invoice. If this occurs please send us your invoice detailing the client name and recommended course once you know that the client has booked the training.

**World Education Alliance**

The World Education Alliance consists of Combined Knowledge LTD, Combined Knowledge Asia Pacific and Mindsharp US. Combined, these organizations offer quality SharePoint training throughout the UK, EMEA, Australia, New Zealand and America.

If you have a client that would like training in any of these organizations then this can be arranged by a single point of contact, a reseller rate of 10% will also be available for referrals or resells to any other location.

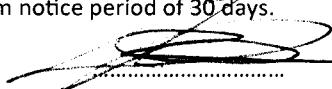
**Payment terms**

On receipt of the course booking form Combined Knowledge Asia Pacific will send an invoice and payment will be required within 30 days of receipt of this invoice. Payment can be made via Direct Debit, Cheque or Credit card.

Authorisation:

This agreement between Combined Knowledge and Scimaptic Communications shall remain in force unless changed in writing giving a minimum notice period of 30 days.

Signed by:

  
.....  
James Fox

Print Name:

As an Authorised Representative of: Combined Knowledge Asia Pacific

Dated: 9/2/2009

Please email and scan back to [sales@combined-knowledge.com.au](mailto:sales@combined-knowledge.com.au) or Fax to: +61(0)2 9945 0994



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