



1200 North Federal Highway, Suite 200, Boca Raton, Florida 33432

## Signature Partner Agreement with ProBill Law Firm Solutions

VALUE-ADDED NATIONAL INTEGRATOR FOR THE VERTICAL LEGAL MARKETPLACE

### MISSION

ProBill Law Firm Solutions is the nation's largest value-added national integrator, consultant, reseller and trainer for multiple legal vertical software solutions. ProBill represents various nationally recognized legal specific solutions. These solutions include time billing and accounting, practice management, intelligent document assembly, cost recovery, and online backup; in addition to a dozen other legal products. Our goal is plain and simple, it is to enhance and improve the market acceptance, serviceability and sales volume of these products by helping you and your business service the legal vertical marketplace. ProBill has been servicing the legal marketplace exclusively since 1986.

The goal of ProBill Law Firm Solutions' Signature Partner Program is to work with technology oriented firms servicing law firms in their area in order to bring a more complete legal specific solution to the Signature Partner's clients. Our knowledgeable staff is prepared to help technology-oriented firms maximize their return when selling legal software and companion products. ProBill Law Firm Solutions has divided its products and services into Partner and Retail products and services. The Signature Partner program is administered directly by ProBill without the interference of the developers. ProBill's Signature Partner Program does not require an annual fee, a continuing education requirement or a mandatory sales quota to participate in our program.

Please review the Frequently Asked Question's to learn some of the advantages technology oriented firms can acquire over its competition by becoming a Signature Partner with ProBill. More information about ProBill Law Firm Solutions and its Signature Partner Program can be found on our website at [www.probill.net](http://www.probill.net), or e-mail [jemitchell@probill.net](mailto:jemitchell@probill.net) or by calling ProBill's Signature Partner Liaison at 561.391.5476 x306.

### STRATEGIC DIRECTION

In today's ever-changing legal environment, service offerings are looking more like each other every day. Differentiation is difficult. ProBill follows careful guidelines in product selection, testing, and excellence in customer service. ProBill developed the concept of Signature Partner as its model, providing you with a national alliance with focus on the Value Added Reseller (VAR) community. ProBill's commitment to its signature partners is demonstrated by:

1999 Deloitte & Touche Kingston, Jamaica
2000 Mega Solutions Key West, FL
2001 Infoman, NV Oranjestad, Aruba
2002 Computer Systems Ocean Springs, MS
2003 EFC Connect San Juan, PR
2004 Safeguard Systems Burlington, ON
2005 Law Tech Group Carmel, IN
2006 The Arm Group Windsor, CA
2007 Integrated Data Palm Beach, FL
2008 Intelligent Words Bristow, VA
2009 Mongiardo Lexington, KY
2010 Your Firm Any City, USA

- **NO Annual Fees**
- **NO Legal Vertical Certification Requirements**
- **NO Conference or Continuing Education Requirements**
- **Protected Clients**
- **Product Discounts**
- **Various Products Represented**
- **Telephone Sales Support**
- **FREE live web-based product demonstrations**
- **Marketing Materials**
- **Attendance at the National End User Conference**
- **Attendance at any National Training Classes**
- **Leasing Options**
- **Credit Cards Options**
- **Orders Shipped Same Day**
- **Dedicated Website**
- **Email Update Series**
- **Quality Product Selection and Testing**

## **PROBILL BUSINESS GUIDELINES**

All Signature Partners must have a current Partner Application on file with ProBill.

All prices quoted and invoices written are to be paid in US Currency.

Shipping and handling are applicable to all orders.

We generally stock all major software products, marketing materials, and companion products.

Invoices will generally be processed, printed and mailed within one (1) business day of product shipment. Signature Partner may direct retail invoicing to client or wholesale to Partner.

First year paid purchases of software and labor by a Signature Partner referred client earn 15% (excluding travel, out-of-pocket, shipping and tax charges)

Second year paid purchases of software and labor by a Signature Partner referred client earn 10% (excluding travel, out-of-pocket, shipping and tax charges)

Third year paid purchases of software and labor by a Signature Partner referred client earn 5% (excluding travel, out-of-pocket, shipping and tax charges)

Anniversary dates commence the date of first deposit and expire 364 days later.

Referral fees are paid within ten (10) business days of job completion (not on retainers) or after return privilege period expires. Referral fees of less than \$100.00 are disbursed in December of each year, or when accumulated fees exceed \$100.00, whichever occurs first.

Warranty returns require issuance by ProBill of an RMA number in advance, which must be clearly marked on the package.

All prices are subject to change without notice. Price lists are provided to ProBill Signature Partners periodically. However, please call or check your web section for current prices. Price changes, specials, marketing tips and other communications are by group email; please be sure to include your email address on your application.

By signing this Agreement, Partner agrees with the above guidelines and agrees that Partner will not export or sell product for export to any individual or entity outside the United States (Canada for Canadian Signature Partners).

Partners understand that ProBill also sells nationally and competition may occur. First contact with the prospective client will prevail.

The ProBill website is [www.probill.net](http://www.probill.net). Our website is dedicated to you, the Partner, and is aimed at increasing your business by obtaining leads. It is linked to all manufacturers' pages; please link your own. Thank you very much for your interest. Our value-added Distribution Team looks forward to working with you and for you.

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## PROBILL SIGNATURE PARTNER APPLICATION

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We want to sell retail legal solutions to my designated marketplace and VAR products, including but not limited to: AbacusLaw, Amicus Attorney, CompuLaw, ESILaw, PCLaw; Juris, Live Vault, Law Vault, Professional Series, ProSeries II, HotDocs; Time Matters, and WORLDDOX. Please enroll us in the Signature Partner Program; we understand either party, for any reason, may cancel this agreement with thirty days written notice.

Account Name: \_\_\_\_\_

Address: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_ Web: \_\_\_\_\_

### TELL US ABOUT YOU AND YOUR COMPANY

Number of years your firm has been in business: \_\_\_\_\_

Number of employees: \_\_\_\_\_

Employee Functions: \_\_\_\_\_

Employee or Company Certification(s): \_\_\_\_\_

\_\_\_\_\_  
Your target vertical market(s): \_\_\_\_\_

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Product(s) you currently sell: \_\_\_\_\_

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Do you develop customized software solutions for your customers? Yes No

What specific service(s) do you currently offer? \_\_\_\_\_

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What are your firm's gross annual sales? Under \$500,000 \$1-2 million Over \$2 million

What size law firms do your company sell or service? Very Small (less than 10 desktops)

Small (11-20 desktops) Medium (21-60 desktops) Large (61 or more desktops)

I hereby agree to the ProBill Distribution Business Guidelines as stated in this Agreement. The laws of the State of Florida govern this Agreement.

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Print Name: \_\_\_\_\_ Title: \_\_\_\_\_

FAX SIGNED AND COMPLETED APPLICATION TO 561.391.5466  
MAIL ORIGINAL WITH STATE SALES TAX CERTIFICATE AND CORPORATE LICENSE

Accepted: \_\_\_\_\_ Date: \_\_\_\_\_

John E. Mitchell, Solutions Director, ProBill Law Firm Solutions

This form should take 2-3 days to process