

Progent™

Microsoft and Cisco Certified Engineers

IT Services Sales Agent and Referral Programs



Earn ongoing commissions for selling Progent's world-class, nationwide IT support services, or earn commissions for referrals

Progent is an IT support firm specializing in providing remote consulting services to small and mid-size businesses. Progent is a Microsoft Certified Partner and maintains one of the largest teams of Cisco-certified CCIE network engineers of any independent IT services company. Progent has delivered remote technical assistance and consulting to clients in every state in the U.S.

To take advantage of the IT services opportunity created by the release of game-changing products from Microsoft, Cisco, Apple, Palo Alto Networks, and other IT leaders, Progent has developed sales/referral programs that allow independent sales professionals to cash in on Progent's expertise while providing clients with affordable, effective IT solutions. Progent's sales agent programs are great ways to leverage your selling skill and business contacts because they allow you to generate ongoing revenue streams.

Independent Sales Program

Under Progent's Independent Sales Program, you act as an independent sales agent to deliver Progent a signed service contract between a new customer and Progent. In this case, you manage the entire sales cycle and submit a signed sales order. Progent will pay you a commission based on the gross revenue collected by Progent from the new customer for any services performed under the terms of the contract and for all subsequent IT support services the new customer requests from Progent. You will continue to receive this commission for as long as the new customer remains a Progent client.

Assisted Sales Program

Under Progent's Assisted Sales Program, you work closely with Progent's sales team as an independent contractor to develop a prospect you bring to Progent. In this case, you assist Progent with all phases of the sales cycle, but Progent's sales teams take responsibility for drawing up the sales order and getting it signed. Progent will pay you a commission based on the gross revenue collected by Progent from the new customer for any services performed under the terms of the contract and for subsequent IT support services the new customer requests from Progent. You will continue to receive this commission for as long as the new customer remains a Progent client.

Sales Referral Program

Under Progent's Referral Program, you must first pass Progent's qualification requirements, after which all you have to do is refer new customers to Progent. In this case, Progent takes full responsibility for all phases of the sales cycle, including drawing up the sales order and getting it signed. Progent will pay you a commission based on the gross revenue collected by Progent from the new customer for any services performed under the terms of the contract. You will continue to receive this commission for one year.

Progent's Practice Areas

Progent's nationwide team of certified engineers are experienced in delivering a wide range of consulting and troubleshooting services. Practice areas covered under Progent's sales/referral programs include:

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| ■ Exchange and Exchange Online | ■ Security and Compliance | ■ Cisco Technology Expertise |
| ■ Disaster Recovery Planning | ■ Azure, AWS, Google Cloud | ■ Apple Mac and iPhone |
| ■ Citrix XenApps and XenServer | ■ SharePoint Collaboration | ■ Linux Integration |
| ■ Colocation Data Center Support | ■ Network Infrastructure | ■ Virtualization Consulting |
| ■ VMware Virtual Servers | ■ Windows 10 Migration | ■ Server Management |
| ■ Risk Management | ■ Desktop Support | ■ Microsoft SCOM and SCCM |
| ■ Microsoft Dynamics GP | ■ Windows Hyper-V Configuration | ■ Active Directory Design |
| ■ Smartphone Management | ■ Windows Server Support | ■ SQL Server Consulting |
| ■ Application Development | ■ Video Conferencing | ■ VoIP Solutions |
| ■ Remote Network Monitoring | ■ Stealth Penetration Testing | ■ Fault Tolerant Design |
| ■ Help Desk Outsourcing | ■ Microsoft 365 Integration | ■ Virtual Hosting Services |
| ■ Virtual Server Design | ■ Firewall Configuration | ■ Backup/Restore Solutions |
| ■ Dynamics GP Expertise | ■ Online Troubleshooting | ■ Work from Home Support |

Find Out More About Progent's Sales Agent and Referral Programs

For more information, call **800-993-9400** or send email to information@progent.com

PROGRAMS

- **Independent Sales Program**
You bring Progent a signed service contract and receive an ongoing commission.
- **Assisted Sales Program**
You bring Progent a prospect and work with Progent through the sales cycle. Progent writes the contract and you receive an ongoing commission.
- **Referral Program**
After passing strict qualification requirements, you bring a new lead to Progent and receive a commission for one year.

PROGRAMS

- **Ongoing Revenue**
Commissions can extend past the initial sales order, so you can leverage your effort and multiply your compensation.
- **Large Services Portfolio**
Progent offers a diversified service portfolio and can act as a one-stop IT services shop to maximize sales opportunities.
- **World-class IT Support**
Technical excellence has made Progent's engineers the experts the experts go to.
- **Remote Support Experts**
Progent is a pioneer provider of remote network support for advanced IT services, saving clients money while delivering fast and effective solutions.
- **Top Industry Certifications**
Progent's engineers hold top certifications from Microsoft, Cisco, Apple, Linux vendors, Palo Alto Networks, Citrix, Juniper, IBM, and Sun, plus security industry certifications including CISSP-ISSAP, CISA, GIAC, and CISM.