

Appendix A: Partner Tier Benefits & Requirements

Column 1	Flock Partners	Runway Partners	Flagship Partners
Sales & Marketing Benefits			
Revenue Share	15%	20%	25%
Payout Term	12 months	24 months	36 months
Commercial Support	X	X	X
Dedicated Partner Manager		X	X
Swap Merchant Referrals		Considered	Preferred
Swap Co-Marketing Support		Considered	Preferred
Swap Event Sponsorship		Considered	Preferred
Partner Directory Listing			X
Quarterly Go-to-Market Planning		X	X
Access to Marketing Development Funds (MDF)		X	X
Promoted in Swap Marketing		X	X
Account Mapping		X	X
"The Nest" Community		Invite Only	Full Access
Success & Support Benefits			
Dedicated Slack Channels		X	X
Access to Pre-Sales Solutions Specialist	X	X	X
Training & Enablement	X	X	X
Early Access to Product Roadmap	X	X	X
Product Beta Testing			X
Access to Swap Partner Portal	X	X	X
Program Requirements			
Application Approval	X	X	X
Sign Swap Referral Agreement	X		
Sign Swap Partner Agreement Terms		X	X
Swap logo visible on Partner's Website		X	X
Minimum Number of Shared Clients	One	Five	Ten