

iSPEEDBiz BDA SCHEME

What is the Business Development Associates (BDA)?

BDA is an individual or an entity appointed by iSPEEDBiz for generating business or leads for iSPEEDBiz. Each BDA will have Unique Identification Code (UIC) allocated by iSPEEDBiz on confirmation of appointment. BDA will be different for each area or city or state.

The BDA may do any, or all, of the following:

BDA will work with the products/services of iSPEEDBiz to find new channels and markets; Their priority is to assist iSPEEDBiz to acquire new customers and sell additional products or services to existing ones; the ambition to expand or the necessity to diversify its clientele, including business-to-business, business-to-customer, and even non-profit organisations.

A BDA has three primary responsibilities:

1. Identifying new client leads for iSPEEDBiz
2. Pitching clients about our products and/or services
3. Maintaining fruitful relationships with our customers for long term

Day-to-day duties include:

- Explore organisations and individuals online (especially on social media) to identify new leads and new markets
- Contact clients via email or phone to establish rapport and explain about their enquiry / products / services
- BDA must guide customers to create account on iSPEEDBiz.com and place orders on our online web portal
- BDA must actively participate in the introduction of successful leads to iSPEEDBiz execution team
- Planning and overseeing new marketing initiatives

To keep healthy relationships with clients, this mostly requires socialisation. BDA must be sure to keep our customers happy. Documentation is also a big part of the BDA work. BDA are also obligated to write reports and provide feedback through email to iSPEEDBiz management about what is and is not working.

How to identify successful leads for Commissionable/Remunerational Purpose?

1. Each BDA will be allocated Unique Identification Code (UIC) from iSPEEDBiz.
2. BDA must share UIC with client at the time of account creation, so that iSPEEDBiz will track successful leads generated by that particular BDA for commission/remuneration purpose.
3. Every registered client will get of Rs 200 in their wallet by adding UIC provided by BDA.

Remuneration/ Commission:

iSPEEDBiz will pay BDA, the remuneration as below for each commissionable successful lead by BDA to iSPEEDBiz.

Sr. No	Parameter	BDA
1	Margin Service/Product Sale	
	For First service or Product	10%*
	From Second service or product onwards	20%*
2	Sales Territory	BDA can sell iSPEEDBiz services in any location across the nation
3	Product/Service Training	Comprehensive Product training & Sales training by iSPEEDBiz

*This commission will be applicable to all sales and services opted by client from iSPEEDBiz via creating accounts with up to 3 months.

Payment Timing

Commission or remuneration shall be done back to back on receipt of payments from customer's end. Typically, not later than 15th of subsequent month from which iSPEEDBiz receives the first payment of any fees for successful leads.

Documentation:

1. PAN card Copy of BDA
2. Cancel cheque of BDA for payment transfer purpose
3. Mutual Non-Disclosure Agreement cum BDA Agreement

Additional Clarification

Initial training will be provided by iSPEEDBiz to the BDA. Also training sessions will be conducted on regular basis as per requirements of iSPEEDBiz for further elevation of knowledge about products/services.

Marketing material will be provided by iSPEEDBiz to BDA. Marketing to be conducted mostly via Social Media or any other source.

Expenses if any incurred by BDA (Eg. Phone calls made, travelling expenses incurred for generating leads) shall not be reimbursed.