

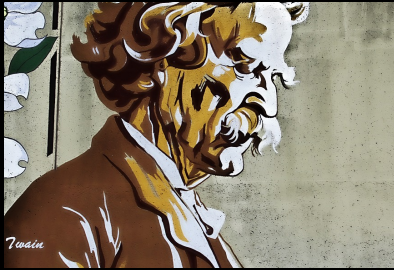


K I H B B A

Managed Software Support

PARTNERSHIP PROGRAM DETAILS

Agenda



“You can have everything
in life you want **if you will**
just help enough people
get what they want”

ZIGLER

1 | **SERVICES**

2 | **PROCESS**

3 | **CUSTOMER**

4 | **PARTNERSHIPS**

5 | **TIERS**

6 | **MUTUAL
LAUNCH**

7 | **PASSING
LEADS**

8 | **RECEIVING
LEADS**

9 | **PAYOUTS**

Kihbba Services



PHONE



EMAIL



TEXT



LIVE



TICKETS

7 Days A Week

7am - 7pm

EST

Selection | Setup | Integration | Automations | Support

Benefits of Kihbba Membership - 1

- **365 DAYS OF SUPPORT**

Available daily from 7am to 7pm for any conversation about your technology you are ready to have.

- **SETUP AND CUSTOMIZE**

No matter how long you've had the technology we can help make it function better with industry best practices.

- **FULL INTEGRATIONS**

Take all cooperative technology and make it function as one complete system.

- **DATA MANAGEMENT**

Move data around, clean it up, organize filters...anything that makes your data actionable.

- **AUTOMATE IT**

There are usually more than a dozen processes that can be automated for a small office. We audit, build and maintain all automations.

Benefits of Kihbba Membership - 2

- **BOXED TEMPLATES**

Pre-canned email and texts, similar to the messages companies use in the same industry.

- **LIVE RESOLUTION**

When calling or a ticket wont do, we offer LIVE zoom support with a button on kihbba.com.

- **PROJECT TIME GUARANTEE**

All projects completed on time, or we 5X it!

- **SYSTEM DEPLOYMENT AND TRAINING RECORDINGS**

When we give you back your tech, we will train you on how it works and provide a recording of the training for your reuse later.

- **TRULY UNLIMITED USE**

An hour a day, week, month...it's all up to you. No matter the request size, it's handled under your membership.

MONDAY.COM SLYBROADCAST
LINKEDIN RINGCENTRAL SALESFORCE
MAILCHIMP ZOOM KIXIE ZOHIO
CALENDLY ZAPIER TWILIO XERO
TRELLO PIPEDRIVE QUICKBOOKS
HUBSPOT JUSTCALL DROPCOWBOY
INTEGROMAT ACTIVECAMPAIGN

MICROSOFT GSUITE KLAVIYO CALLHIPPO

KLENTY



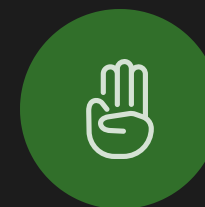
The First Thing.

Tools a client uses must be available in the cloud or through web based applications



The Second Thing.

We prefer to use tools that have an open API so we can replicate human actions with robots



The Third Thing.

We prefer to partner with and become certified in the software tools we support for our clients

RECORD NEEDS

UNDERSTAND PRODUCTS

UNDERSTAND PROCESS

SUGGEST SOLUTIONS

CREATE FOLLOWUP PLAN

TICKETIZATION

BREAKDOWN RECODING

COLLECT DETAILS

ASSIGN TO TEAM MEMBERS

ALERT CUSTOMERS THROUGH CLICKUP

CONSTRUCT

BEGIN WORK ON NEEDS COLLECTED

COLLABORATE WITH CLIENTS

DEPLOY AS BUILT FOR TESTING

ADJUSTING NEEDS BASED ON DELIVERABLES

VERIFY

INTERNAL QUALITY ASSURANCE

TEST DATA IS PUSHED THROUGH ALL SYSTEMS

ALERTED TO COMPLETED AND READY TO REVIEW

HANDOFF

FULL TRAINING ON DEVELOPED SOLUTIONS

A WEEK OF HAND HOLDING

NIGHTLY ADJUSTMENTS FROM FEEDBACK

DAILY RETRAINING ON ADJUSTMENTS

SUPPORT

RINSE AND REPEAT

ACCESS ONGOING SUPPORT IN THE MEMBERS AREA

PRICING TIERS

Annual Prices for Kihbba Memberships

GUI ONLY
| MINIMALIST |

\$2,388 for small businesses with a minimalist tech stack, and need support within the tools only.

GUI AND API
SUPPORT

| POWER USER |

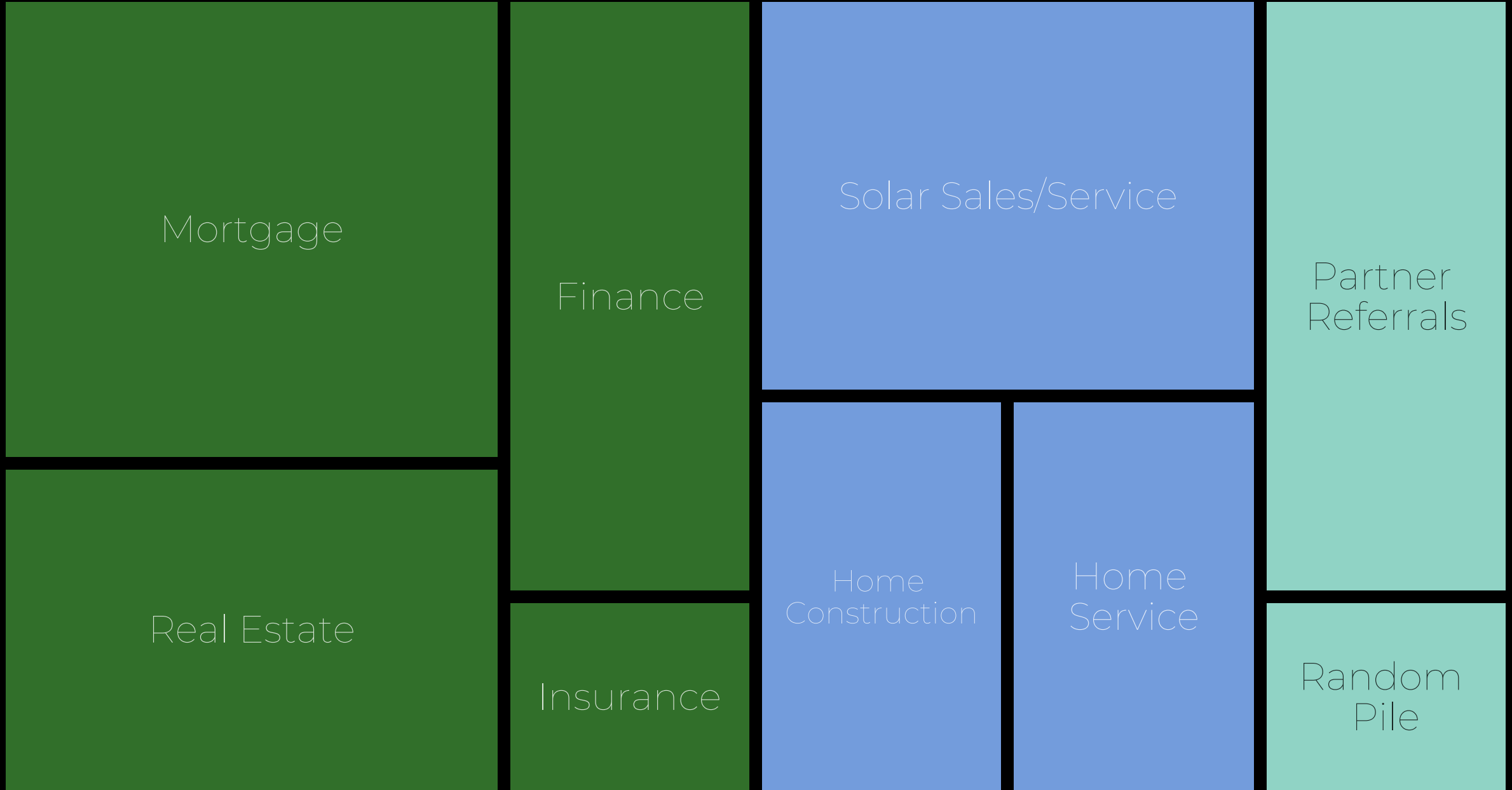
\$3,588 for growing companies that want to take a tools API to better connect tech.

ENTERPRISE TECHNOLOGY

| FANATIC |

\$4,548 for companies that want support on everything they use now or ever

Clients

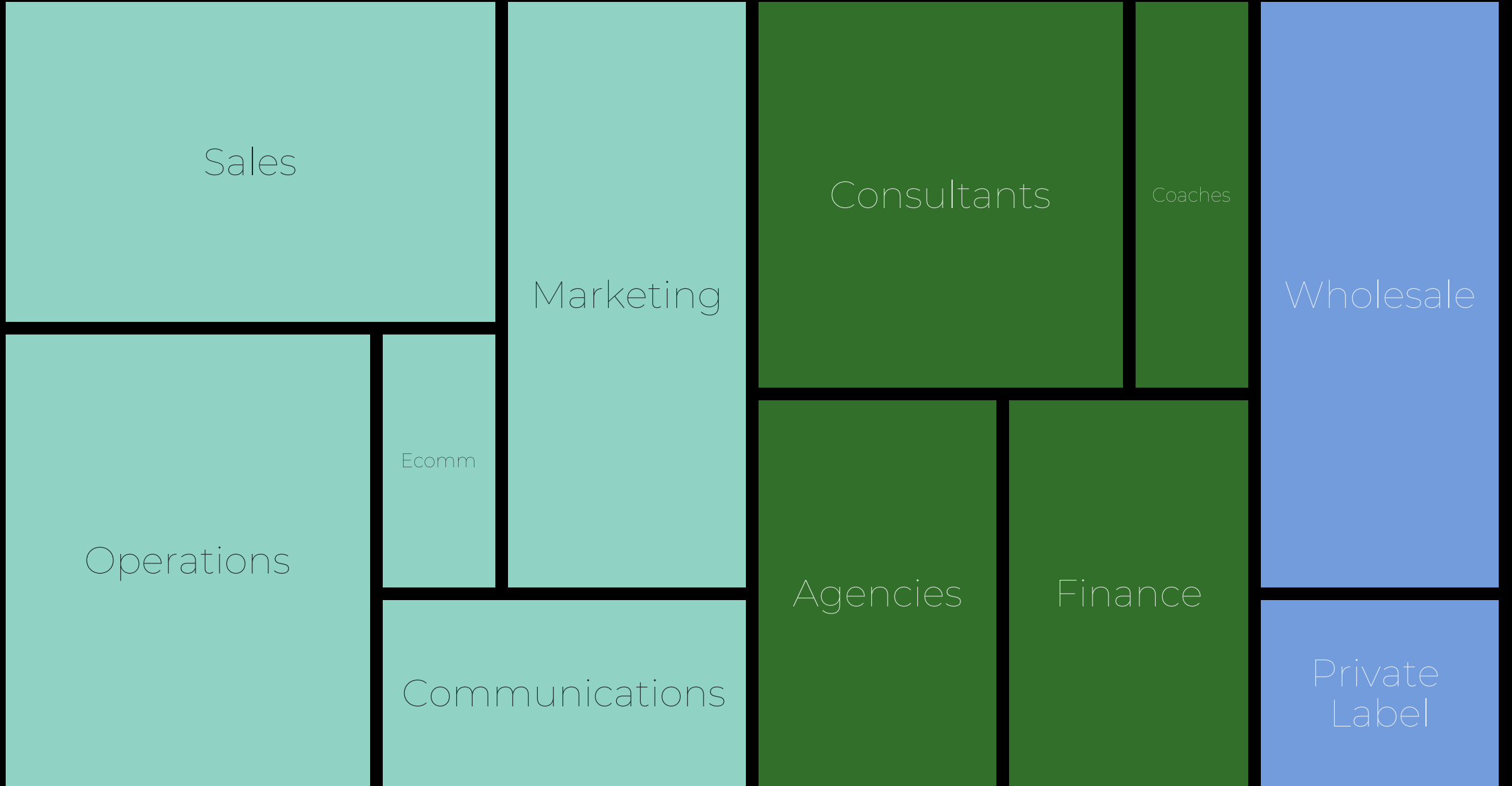


PROFESSIONAL SERVICES ●

TRADES ●

INBOUND ●

Partners



TECH TOOLS ●

PROFESSIONAL SERVICES ●

EXCLUSIVE ●

Partner Tiers



REFERRAL ONLY

5%

first 2 or skip
for share

10%

3-5 referrals

15%

max fee

WHOLESALE

SELL OUR
PACKAGES
ON YOUR
SITE



DUPLICATE
TICKET
SYSTEMS



DUPLICATE
CALENDAR
SYSTEM



PRIVATE LABEL

REMOVE
BRANDING



BILL
HOURLY



CUSTOM
PACKAGES



Referral Partners

HAVE REFERRAL

Have a client or prospect that is a good fit for Kihbba.

SUBMIT LEAD

Fill out a Kihbba online form to submit and be alerted as we support your prospect.

EARN MONEY

Between 5-15% of:
\$2388 = (\$119-\$358)
\$3588 = (\$179-\$538)
\$4548 = (\$227-\$682)

GET REFERRALS

If you have a service our clients need, you will also be referred members of Kihbba.



Wholesale

DUPLICATE SYSTEMS

Pricing and Signup System | Ticket System | Meeting Calendar

SUPPORT THROUGH YOUR BRAND

Kihbba becomes an ally to your brand, teaching customers to use your site before our to access everything from signup forms to support requests.

3 DISCOUNTED MEMBERSHIPS

After a one time setup fee of \$2,500, you are awarded 3 discounted memberships which help you recoup your investment ASAP.

USE KIHBBA YOURSELF

Get discounted or free Kihbba membership time with a wholesale relationship.

Initial Discounts & Investment - Wholesale

Package	MSRP	To Kihbba	Remainder Kept
Minimalist	\$2,388	\$1,388	\$1,000
Power User	\$3,588	\$2,088	\$1,500
Fanatic	\$4,548	\$2,648	\$1,900
TOTAL	\$10,524	\$6,124	\$4,400

After sellnig your first

3 deals you net almost \$1,900

Ongoing Wholesale Commissions

Package	MSRP	To Kihbba	Remainder Kept
Minimalist	\$2,388	\$1,788	\$600
Power User	\$3,588	\$2,788	\$800
Fanatic	\$4,548	\$3,548	\$1,000
TOTAL	\$10,524	\$5,897	\$2,400

Private Label

DUPLICATE SYSTEMS

1. Pricing and Signup System
2. Ticket System
3. Meeting Calendar

REMOVE ALL BRANDING

Kihbba removes all branding, and we act as your team to all related requests for support.
No one knows Kihbba.

2 SUPPORT PATHS

1. Offer a customized package for your clients/prospects
2. Remove packages and we bill at \$59 an hour for support, each project is scoped individually.

LAUNCH RELATIONSHIP

After a one time setup fee of \$5,000, We customize how you will approach your clients with Kihbba, and we make a custom relationship work financially for all parties

START

for companies using 1-3 technologies

\$ **4,400** / year
per company

✔ 1 - 3 Technologies ⓘ

✔ LIVE Software Support
7 days a week | 7am - 7pm EST

✔ UNLIMITED Support Requests

✔ Setup and Customize all
technology

✔ Integrate all your Software ⓘ

✔ Importing and Exporting of
Data

✔ Audit, Maintain and Build
Automations for Your Systems

✔ Custom 1-on-1 **Training**
Sessions
Recorded for later use

✔ LIVE ISSUE RESOLUTION
Emergency Support Needs

✔ Quarterly Smart Business
Consult (60 minutes)

✔ As needed **additional**
consults, \$300 each

GET STARTED TODAY

most projects start within 24 hours

GROW

for companies using 4-7 technologies

\$ **6,600** / year
per company

✔ 4 - 7 Technologies ⓘ

✔ LIVE Software Support
7 days a week | 7am - 7pm EST

✔ UNLIMITED Support Requests

✔ Setup and Customize all
technology

✔ Integrate all your Software ⓘ

✔ Importing and Exporting of
Data

✔ Audit, Maintain and Build
Automations for Your Systems

✔ Custom 1-on-1 **Training**
Sessions
Recorded for later use

✔ LIVE ISSUE RESOLUTION
Emergency Support Needs

✔ Quarterly Smart Business
Strategy (90 Minutes)

✔ As needed **additional**
consults, \$250 each

SCHEDULE ONBOARDING

most projects start within 48 hours

POPULAR

SCALE

for companies using 8+ technologies or
using enterprise tools

\$ **8,250** / year
per company

✔ 8+ Technologies ⓘ

✔ LIVE Software Support
7 days a week | 7am - 7pm EST

✔ UNLIMITED Support Requests

✔ Setup and Customize all
technology

✔ Integrate all your Software ⓘ

✔ Importing and Exporting of
Data

✔ Audit, Maintain and Build
Automations for Your Systems

✔ Custom 1-on-1 **Training**
Sessions
Recorded for later use

✔ LIVE ISSUE RESOLUTION
Emergency Support Needs

✔ Quarterly Smart Business
Strategy (90 minutes)

✔ As needed **additional**
consults, \$150 each ⓘ

ENROLL NOW

most projects start within 72 hours

Private Label Example - FieryFX

Package	MSRP	To Kihbba	Remainder Kept
Minimalist	\$4,400	\$1,999	\$2,401
Power User	\$6,600	\$2,749	\$3,851
Fanatic	\$8,250	\$3,349	\$4,901
TOTAL	\$19,250	\$8,097	\$11,153

After a \$5,000 Investment

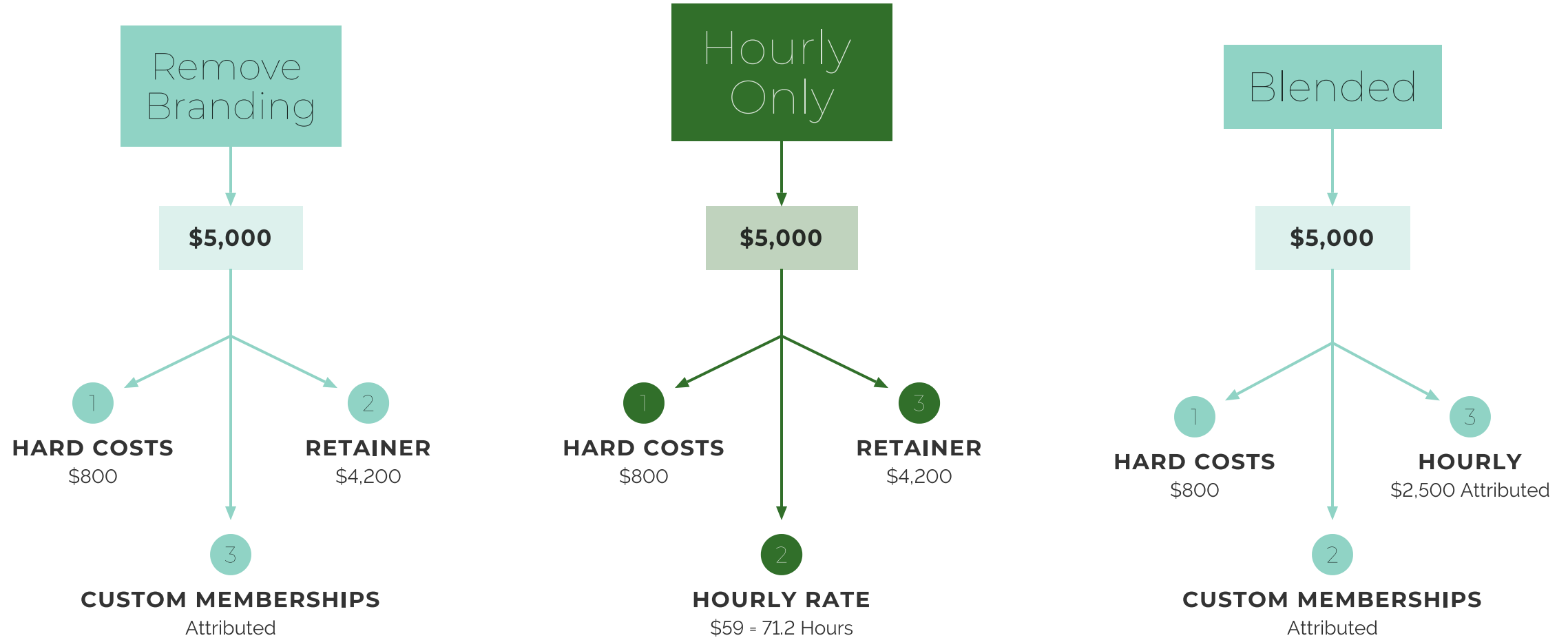
and her first 3 sales she net \$11,153

<h2>START</h2> <p>for companies using 1-3 technologies</p>	<h2>GROW</h2> <p>for companies using 4-7 technologies</p>	<h2>SCALE</h2> <p>for companies using 8+ technologies or using enterprise tools</p>
<p>\$ 4,400 / year <i>per company</i></p>	<p>\$ 6,600 / year <i>per company</i></p>	<p>\$ 8,250 / year <i>per company</i></p>
<p>✔ 1 - 3 Technologies ⓘ</p>	<p>✔ 4 - 7 Technologies ⓘ</p>	<p>✔ 8+ Technologies ⓘ</p>
<p>✔ LIVE Software Support 7 days a week 7am - 7pm EST</p>	<p>✔ LIVE Software Support 7 days a week 7am - 7pm EST</p>	<p>✔ LIVE Software Support 7 days a week 7am - 7pm EST</p>
<p>✔ UNLIMITED Support Requests</p>	<p>✔ UNLIMITED Support Requests</p>	<p>✔ UNLIMITED Support Requests</p>
<p>✔ Setup and Customize all technology</p>	<p>✔ Setup and Customize all technology</p>	<p>✔ Setup and Customize all technology</p>
<p>✔ Integrate all your Software ⓘ</p>	<p>✔ Integrate all your Software ⓘ</p>	<p>✔ Integrate all your Software ⓘ</p>
<p>✔ Importing and Exporting of Data</p>	<p>✔ Importing and Exporting of Data</p>	<p>✔ Importing and Exporting of Data</p>
<p>✔ Audit, Maintain and Build Automations for Your Systems</p>	<p>✔ Audit, Maintain and Build Automations for Your Systems</p>	<p>✔ Audit, Maintain and Build Automations for Your Systems</p>
<p>✔ Custom 1-on-1 Training Sessions Recorded for later use</p>	<p>✔ Custom 1-on-1 Training Sessions Recorded for later use</p>	<p>✔ Custom 1-on-1 Training Sessions Recorded for later use</p>
<p>✔ LIVE ISSUE RESOLUTION Emergency Support Needs</p>	<p>✔ LIVE ISSUE RESOLUTION Emergency Support Needs</p>	<p>✔ LIVE ISSUE RESOLUTION Emergency Support Needs</p>
<p>✔ Quarterly Smart Business Consult (60 minutes)</p>	<p>✔ Quarterly Smart Business Strategy (90 Minutes)</p>	<p>✔ Quarterly Smart Business Strategy (90 minutes)</p>
<p>✔ As needed additional consults, \$300 each</p>	<p>✔ As needed additional consults, \$250 each</p>	<p>✔ As needed additional consults, \$150 each ⓘ</p>
<p>GET STARTED TODAY</p> <p>most projects start within 24 hours</p>	<p>SCHEDULE ONBOARDING</p> <p>most projects start within 48 hours</p>	<p>ENROLL NOW</p> <p>most projects start within 72 hours</p>

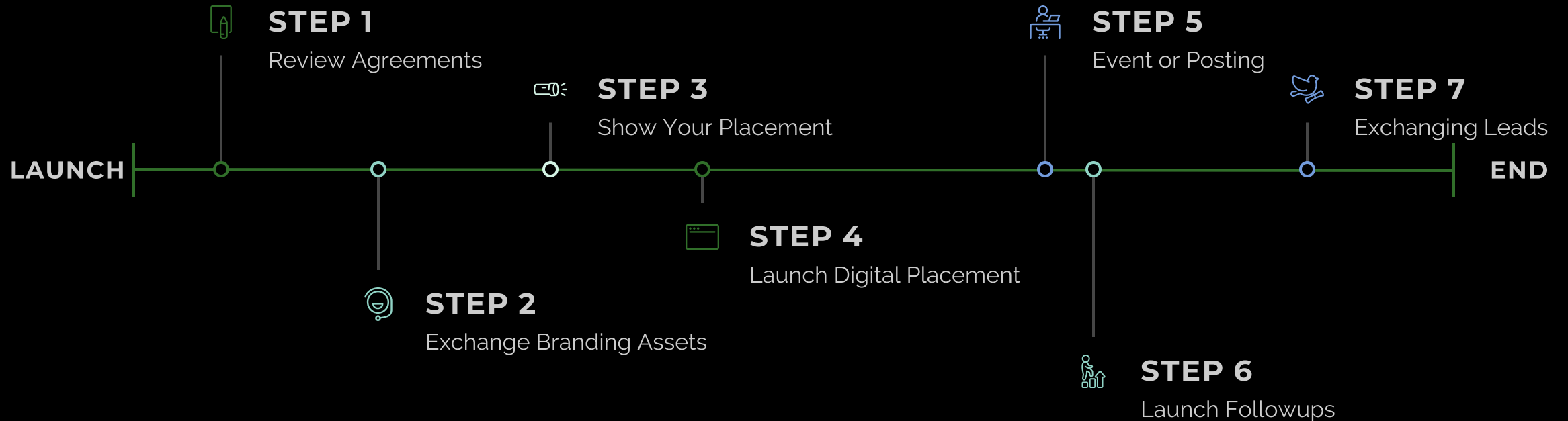
- Gets to sell her consulting for more because it comes with an implementation plan and team
- Earns over \$600 an hour being a consultant on the small and \$800 an hour on the large plan
- Double her normal hourly rate at its lowest

Initial Investment

Memberships, Packages and Hourly Rates are all customized to the partner.



Launch Timeline



Timeline is usually completed in less than 2 weeks, depending on partnership type



Exchanging Leads

Leads to Us

Leads to You



Form



Tracked



Updated



Form



Update Us



Memberships

Commission is based on your agreement on membership sales



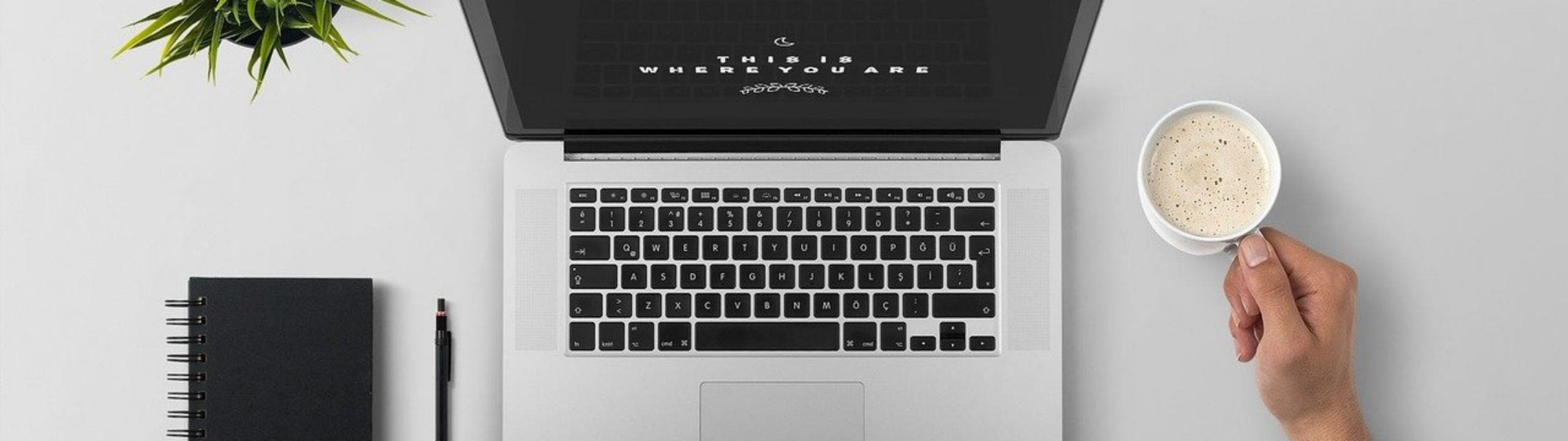
Technology

Commission from technology partners is split 50/50 with Kihbba and You



Payouts

All commission is calculated for a calendar month from the 1st to the end of the month and is paid out on the 15th of the following month through PayPal



THANK YOU FROM KIHBBBA

CHARLOTTE NC | AUSTIN TX | CHARLESTON SC

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