

We present two options or modalities of association:

**Direct Sales Plan** is whereby the Agent is responsible for the full life cycle of a sale from prospecting through contract sign off, including but not limited to product demonstrations, contract negotiations, service of implementation and support

Product / Service	Payable to GUEST	Retail monthly price for reference
License GUEST PMS + CRS + Check-in ONLINE	50 % over retail price	2,1 € * Room Minimum 210 € * Hotel Maximum 630 € * Hotel
CRM	50 % over retail price	60 € * Hotel
Value-added services, implementation, configuration, training, data transfer	-	an average of 3.500 € upon installation
Prices in Euro (€), without VAT		

Additionally, to the license the Agent will be able to charge other value-added services, implementation, configuration, training, data transfer, etc. totally free of payment of any commission.

### Service and Support

First level Service and Support is provided by Reseller. Sales must include Service of implementation and Support.

**In-Direct Sales Plan** is whereby the Agent is referring potential customer to GUEST, optionally being able to participate in the negotiation and product demonstrations. GUEST is the one in charge of negotiation, demos, commissioning, services and customer support.

Product / Service	Payable to Agent	PVP (precio de referencia / mes)
License GUEST PMS + CRS + Check-in Online	First annual fee for 2 years	2,1 € * Room Minimum 210 € * Hotel Maximum 630 € * Hotel
CRM	First annual fee for 2 years	60 € * Hotel
Value-added services, implementation, configuration, training, data transfer	10%	an average of 3.500 € upon installation
Prices in Euros without VAT		

### Service and Support

First level Service and Support is provided by GUEST

Business Distribution Agent

GUEST Hotel Software  
(iSystems Information Technologies SL)



Nombre: \_\_\_\_\_  
Cargo: \_\_\_\_\_

Nombre: Benjamin Robles  
Cargo: GUEST Hotel Software CEO