



Hexabyte (PTY) Ltd
Registration Nr: 2015/141440/07
Vat Nr: 4940275664

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89 Stander str, Loerie Park
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Hexabyte (Pty)Ltd Reseller Commission Structure

At Hexabyte (Pty)Ltd , we value our resellers as key partners in expanding our wireless internet services. This commission structure is designed to reward performance and growth, ensuring fair compensation for your efforts.

Tier 1 - Base Commission

Resellers start at a commission rate of 5% on all new client sign-ups.

Tier 2 - Growth Incentive

Threshold: R10,000.

Commission Rate: 7.5% on all additional new sign-ups above this threshold in that month.

Tier 3 - Performance Elite

Threshold: R20,000.

Commission Rate: 10% on all additional new sign-ups above this threshold in that month.

Tier	Threshold	Commission Rate
Tier 1	All sales	5%
Tier 2	R10,000	7.5% (above threshold)
Tier 3	R20,000	10% (above threshold)

We believe this structure balances opportunity and reward, empowering you to grow your income as you expand Hexabyte (Pty)Ltd 's reach. For further details or clarifications, please contact us directly.



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Hexabyte (Pty)Ltd Reseller Commission Addendum

Tier Retention and Adjustment Policy Purpose

This addendum outlines the rules governing how reseller commission tiers are retained, adjusted, and reset when sales performance changes over time. It ensures fairness, consistency, and transparency between Hexabyte (Pty)Ltd and its reseller partners.

Commission Tiers

- Tier 1: 5%
- Tier 2: 7.5%
- Tier 3: 10% (maximum)

Qualification

Tiers are awarded based on number of active client accounts or total monthly recurring revenue (MRR), whichever is higher. A reseller qualifies for a higher tier as soon as the required threshold is reached.

Retention & Downgrade Rules

Quarterly Assessment: Tiers are reviewed at the end of each calendar quarter.

Grace Period: If a reseller's performance drops below the minimum requirement for their current tier, they will retain their tier for one additional quarter.

Downgrade: If the reseller does not return to the minimum threshold during the grace quarter, they will be downgraded by one tier at the start of the following quarter.

Minimum Tier: No reseller may fall below Tier 1 once activated.

Upgrade Rules

If performance improves and the reseller meets the threshold for a higher tier in any quarter, the new tier takes effect immediately from the next billing cycle.

Example

Q1: Reseller qualifies for Tier 2.

Q2: Drops below Tier 2 requirement and still retains Tier 2 (grace period).

Q3: Still below downgraded to Tier 1.

Q4: Meets Tier 2 again and upgraded to Tier 2 from next cycle.

Closing Statement

This policy protects both Hexabyte (Pty)Ltd and its resellers by providing stability against small fluctuations while maintaining fairness and growth incentives.



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Commission Addendum – Hexabyte Reseller Program

This Commission Addendum (“Addendum”) forms part of the Hexabyte Reseller Agreement (“Agreement”) between Hexabyte (Pty) Ltd (“Hexabyte”) and the Reseller (“Reseller”). This Addendum outlines the commission structure, rebate mechanism, and conditions applicable to all reseller activities.

1. Commission Structure

- Commissions are provided in the form of rebates on packages sold, reflected as a discount on the reseller’s invoice from Hexabyte.
- The Reseller invoices their clients at their chosen selling price, while Hexabyte invoices the Reseller at the adjusted (rebated) amount according to the tier achieved.
- Commission tiers are structured as follows:
 - Tier 1: 5% rebate on packages sold
 - Tier 2: 7.5% rebate once the qualifying target is reached
 - Tier 3: 10% rebate once the higher qualifying target is reached
- Commission tiers apply to all active connections under the reseller at the time the tier is achieved.
- Should the Reseller’s active client base fall below the qualifying threshold for a higher tier, the commission rate will revert to the tier that corresponds with their current active client base.

2. Rebate & Invoicing Process

- Hexabyte will invoice the Reseller with the applicable rebate percentage deducted from the standard package pricing.
- The Reseller will invoice their end clients independently.
- Rebates are automatically applied according to the Reseller’s current tier.

3. Pricing Conduct & Restrictions

- Resellers are free to set their own retail pricing to clients.
- However, Resellers are restricted from artificially over-inflating Hexabyte’s package prices beyond reasonable market value.



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Commission Addendum – Hexabyte Reseller Program continue.

3. Pricing Conduct & Restrictions

- The intention of this clause is to:
- Protect the integrity of Hexabyte’s brand and packages.
- Encourage Resellers to promote higher-value packages rather than inflating the price of lower-tier packages.
- Ensure fairness and competitiveness in the market.
- Should Hexabyte determine that a Reseller is engaging in exploitative pricing practices that may harm Hexabyte’s reputation or competitiveness, Hexabyte reserves the right to:
- Suspend or terminate the reseller’s participation in the program.

4. General Terms

- 4.1. This Addendum is subject to the terms of the main Hexabyte Reseller Agreement.
- 4.2. Hexabyte reserves the right to amend commission tiers, rebate structures, or qualifying thresholds upon 30 days’ written notice.
- 4.3. Participation in the commission structure requires full compliance with all terms in this Addendum and the Reseller Agreement.