

# Helping you to **help your** **clients**

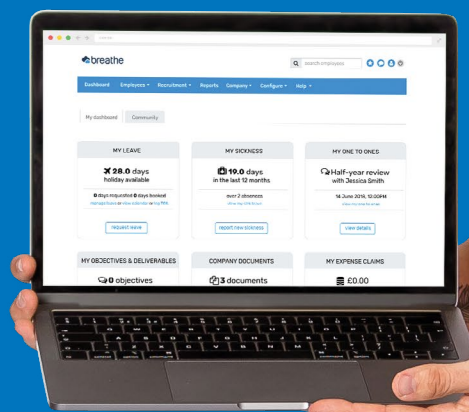
Breathe Partner Programs





Breathe is a multi-award-winning, cloud-based HR software. It saves you time on people admin and helps to grow your business.

Join us and transform the way you work. With more than 9,000 companies, 282,000 employees and over 630 Partners using Breathe globally, don't just take our word for it.



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# Our Programs

The Breathe Partner program is designed specifically for Australian consultants that are working with small to medium-sized businesses.

We have two programs: Referral Partner and Accredited Partner. Don't worry, it's not 'one or the other'. We understand that consultants can manage a myriad of clients, with a variety of needs. That's why we'll work with you to find the best solution for your business.

## Referral Partner





recommend Breathe

-  No ongoing costs or tie-ins
-  As easy as sharing a link
-  Commission on referrals
-  Comprehensive support

**See page 4** for more

## Accredited Partner

use Breathe with their clients

-  Full access to client accounts
-  Accredited Partner Rewards
-  Generous commission rates
-  Comprehensive support

**See page 7** for more

## Who can join?

Anybody. Most commonly we cater for consultants who work directly with SMEs. Whether you're in HR, IT, payroll, law or a consultant giving general business advice. Essentially, if you like Breathe and want to work with and recommend us, you can.

This brochure explains how partnering with Breathe benefits both you and your clients.

We regard ourselves as offering a true partnership so we'll always be looking at the best ways to support you and your business.



# Referral Partners

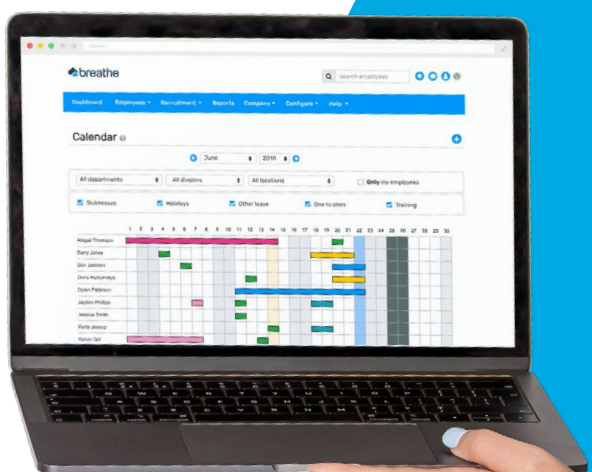


# How it works

- 1** Sign and return our Referral Partner Agreement.
- 2** We set up your Partner Hub\* and send you your unique URL, then you book an optional 1-2-1 to learn about Breathe.
- 3** You send your URL to any interested clients for their 14-day free trial. When they go active, you earn commission and we support them directly\*\*. You can also share your URL on social media, within your blog posts and embed across your website too.  
  
\*See **page 13** for details on your Partner Hub.
- 4** If your client authorises partner access, you can dip into their account and support them with set-up and general HR admin for up to 24 months.

Enjoy earning commission while referring our software to your clients with our Referral Partner program.

For more information - and to book a 30-minute demonstration of our multi-award-winning people, payroll and planning system - contact a member of our Partner team. They will provide an overview of our software and show you how Breathe will benefit your clients, helping them to efficiently - and effectively - manage their people and HR admin.



# Referral Partner perks

As a Referral Partner we pay you commission - on a self-billing basis - for the lifetime of the client you have introduced to us. The commission is a percentage of the total amount the referee is paying us, this will vary depending on their plan. Payments are made at the end of each month. Commission is accrued from the 1<sup>st</sup> of the month, after the client goes active with their Breathe account.

Similarly, if you decide that you don't want to receive commission and perhaps have concerns about wanting to remain impartial, we can associate a 15% lifetime discount with your unique referral link. (This means that the only person that benefits is the person using Breathe.)

## Breakdown of commission for Referral Partners

No. of accounts referred	% of monthly commission
1 - 15	8%
16+	20%

\*\*Please note payments cease if a client's account lapses and will only be paid for full calendar months of use. There is no commission payable on your own company account.



# Accredited Partners





# Why become an Accredited Partner?

The Accredited Partner program is designed for Australian HR consultants. Our multi-award-winning software provides you with instant, easy and secure access to your clients' data, helping to support and transform the way you work.

Grow your business while enhancing your service offering and saving time to focus on what really matters - people.



## A true partnership

We're here for you and your business, promoting your services on our platforms - we also offer comprehensive training and webinars too.



## Improve client retention

Breathe adds value to your service offering and builds client loyalty. Breathe fits around your business model, while helping you strengthen retainers with your clients.



## Bonuses and rewards

Generous commission rates, with no targets or tie-in periods. You will also gain access to our reward tiers based on the number of clients you have onboard.



## Grow your business

With easy, remote access to data via our Partner Hub, Breathe will save you time. Work with more clients and grow your business.



## Comprehensive support

Enjoy full support, we're here to help. A dedicated account manager will support and advise you on your Breathe Partner journey.

# How it works

- 1** Book your 30-minute demonstration with a member of our Partner team, they will talk you through the benefits of Breathe, giving you an overview of our software while taking the time to understand your needs.
- 2** Sign and return our Accredited Partner Partner Agreement.
- 3** Attend online training and receive our Top Tips for getting started. You will also have access to your Partner Hub, where you can set up a free Demo account. Plus, in the toolkit you'll find a Breathe training course and pre-made promotional material.
- 4** We assign you a dedicated account manager, they will support and advise you on how to use Breathe to achieve your business goals.
- 5** Set up your clients' free trials!



# The benefits



## Partner Directory

Your logo and company information will appear on our website's Partner Directory once you have reached silver status (6+ clients). We will include a link to the directory in the Breathe newsletter too, sent to our direct clients.



## Social media support

You will receive full support on social media and we will share your events - and campaigns - on our marketing channels. We'll also attend your events if you're looking to promote Breathe.



## Partner network

You will have the opportunity to extend your own connections and reach through our partner network across the region.

# Payment and billing

Once your client has completed their free trial, and you've completed the training, we bill you at your discounted Reward rate on the 1st of every month.

You invoice your client directly, building Breathe into your retainer while including your own services. To give you time to pay, our invoices have a 30-day term.

Accounts are disabled if invoices remain unpaid after 60 days.

For details on our pricing, visit <https://www.breathehr.com/en-au/pricing>



# Accredited Partner rewards







Our rewards are available to all Accredited Partners. They're our way of recognising your success and a 'Thank You' for your hard work.

Reward Level	 Bronze	 Silver	 Gold	 Platinum	 Diamond
Number of clients using Breathe	1-5	6-15	16-50	51-100	101+
Discount on monthly invoice	10%	15%	30%	35%	40%
Badge and certificate					
Dedicated account manager to provide high-touch support					
Social media shout out					
Breathe Blog contributor access					
FREE Breathe HR account for internal or client use		 Starter	 Regular	 Regular	 Regular
FREE Regular account for internal or client use					
Partner case study opportunity					






# Breathe Product Overview

Breathe's complete online solution is made up of four key modules which have been designed to help Australian small businesses manage their People, Payroll and Planning.





## HR

-  Manage leave requests in one place
-  Store documents safely in the cloud
-  Plan appraisals and recognise achievements
-  Easy to use employee database with bulk management
-  Easily manage team performance
-  HR Dashboard & Reporting





## Payroll

-  Compliant employee pay calculations
-  STP reporting and submission
-  Easy 2-step payroll process to pay your employees
-  Easy submission of superannuation contributions
-  Simple dashboard with important payroll insights

## Rostering

-  Build and share your roster in minutes - not hours
-  Share rosters updates easily within your team
-  Effortlessly record who's worked and when
-  Approve timesheets instantly & eliminate manual work

## Learn

-  Educate your team on important topics
-  Courses, progress & achievements in one secure place
-  Streamline your onboarding process with ready-made courses
-  Access to a range of engaging courses

# Support

We encourage all Partners to utilise our training. In our experience, consultants confidently recommend Breathe to their clients when they are fully up to date with our software.

Here are some other ways we'll support you on your Partner journey:



## Free training

Maximum support from the outset, we offer a fully comprehensive onboarding process, with Partner-specific training that is designed to fit around your schedule.

**Also available to [Referral Partners](#)**



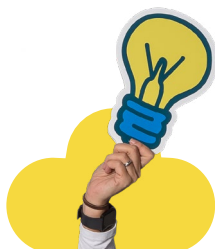
## Dedicated account manager

You will be assigned your own account manager to help you every step of the way. Day-to-day questions, help at an event or business development, your account manager is on hand to help you.



## Partner resources

Access to a variety of promotional materials – website content, social media campaigns, flyers and brochures. Our documents are fully editable: customise and rebrand with your own logo. We also provide materials for you to share with your clients, introducing and supporting the set-up process.



## Partner Hub

A centralised Hub for you to access your clients' accounts and – for Referral Partners – your list of recommended clients. The Partner Hub also offers video demonstrations and helpful articles on the various features within Breathe.



# Become a Partner today

Email: [partners@breathehr.com.au](mailto:partners@breathehr.com.au)



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