THIS+THAT · PARTNER PROGRAM

You keep the implementation fee. We pay 15% on top.

You scope and bill the implementation at your own rate and keep every dollar. We pay **15% of first-year licenses** on deals you source and implement, and we take on support and renewals after go-live.

WHAT A 25-SEAT CLIENT IS WORTH TO YOU

25 seats at $125 per user per month, one-year term

Setup engagement Our estimate is 40–60 hours, shown here at $200/hour to make the arithmetic concrete. **The rate is yours to set**, and the hours vary by client.	**$8,000–12,000**
Commission on licenses 15% of $37,500 first-year license revenue, paid once the client's cash clears.	**$5,625**
Year one, to you	**$13,625–17,625**

$125 a seat is provisional while we measure token usage. Partners hear about any change before clients do.

A 10-seat client is $2,250 in commission, a 50-seat client $11,250, a 100-seat client $20,250. Seats 51–100 bill at $100 while seats 1–50 stay at $125, and above 100 we quote. Multi-year terms take 5% off and lock the seat price.

WHO DOES WHAT

You own the engagement

- Finding and qualifying the client
- Scoping and running setup, billed at your rate
- Advisory work later, if the client wants it

We own the product

- Support, on a dedicated alias per account
- Renewals, so you're not chasing year two
- Security review, DPA and contract paper

TERMS

Joining

Free. No certification, no tier, no minimum. Your own account is **free for 90 days from signing**, then for a year after each engagement ends, so a partner who keeps working never pays for it.

Deal protection

Register a prospect with us and they are yours for 90 days, extendable once by 30 on documented activity. A deal registered in that window earns commission whenever it closes.

Our response

We answer every registration within two business days, with a reason. We reject only when the prospect is already in our pipeline, has no named contact, was first contacted over 90 days ago, or duplicates another partner's live registration.

Commission

15% of first-year licenses when you both source the deal and run the implementation, including seats added during year one. **10%** when you introduce the client but someone else scopes and runs it. **Nothing** when we or another partner sourced the client. Only one of the two rates applies to any given deal. No fee goes to anyone employed by the client or who influences the purchase.

Not commissioned

Renewals, token overage, and token packs. License revenue only.

Payment

After the client's payment clears. Your portal shows what is pending and what is paid.

The product

$125 per user per month. SSO, SCIM, 99.5% monthly uptime. Audit logs soon. SOC 2 Type I as of July 31, 2026, with Type II underway.

Getting started. We sign a partner agreement, then you set up your own account at assistant.thisandthat.chat/signup and run the product on your own work before putting it in front of a client.

Best fit: clients of 20 to 100 people running operations through email and chat. Terms last revised September 20, 2026.