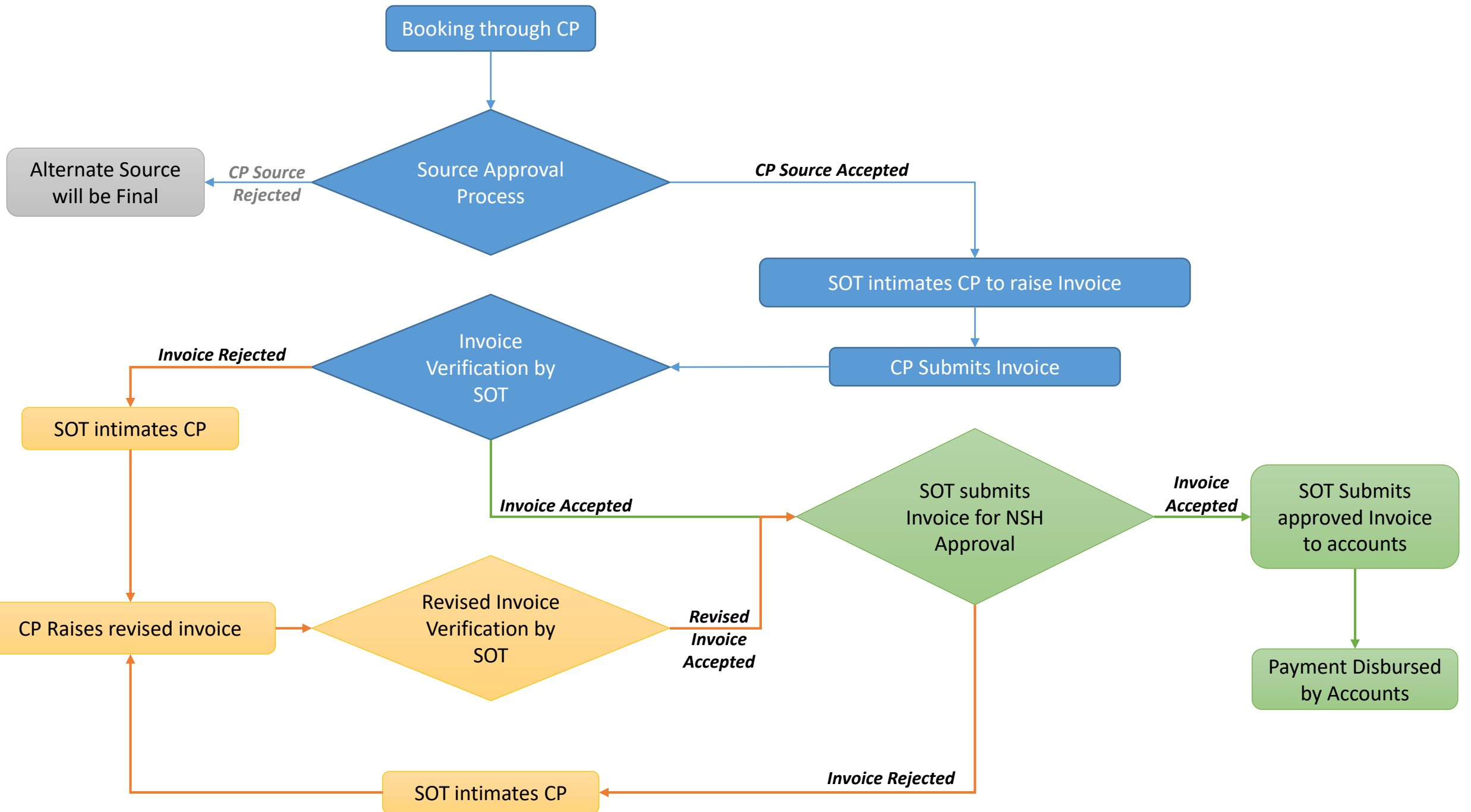


TYPICAL CHANNEL PARTNER PAYMENT FLOW



CP – Channel Partner
SOT – Sales Operations Team
NSH – National Sales Head