



# PartnerMatch

Success based pricing model - we only get paid when you make it to production!

**3%** of first year invoices

Opportunities found on the PartnerSlate marketplace are subject to a 3% brokerage fee paid by the manufacturer

- Fee is on gross invoiced amount billed to the customer (turn-key or tolling fee)
- Applied to the first 12 months of production invoices



### When the fee doesn't apply:

- When the manufacturer is already in discussion with the brand about the specific opportunity
- When the manufacturer has an existing, active commercial relationship with the brand
- This model does not apply to alcohol products

### What's Not Included:

- Direct pass through costs
- Taxes
- Freight / Warehousing
- R&D / Trials

EXAMPLE BRAND INVOICE				
PO#	SHIP DATE	PAYMENT TERMS	PROD. DATE	DUE DATE
235	4/20/2023	Net15	4/20/2023	5/15/2023
QUANTITY	LOT	DESCRIPTION/SKU	UNIT PRICE	LINE TOTAL
50,000	6/15/2024	Lemon Zest Bar	\$0.50	\$25,000
50,000	6/14/2024	Blueberry Bar	\$0.50	\$25,000
100,000	6/13/2024	Honey Cinnamon Bar	\$0.50	\$50,000
<b>Subtotal</b>			<b>\$100,000</b>	
R&D Fee (10 hours @\$150/hour)			\$1500	
Warehousing Fee			\$1000	
Payments / Credits			\$0	
<b>Total</b>			<b>\$102,500</b>	

**PartnerSlate 3% Fee = \$3000**  
(3% of \$100,000)

*Example invoice*

## HOW TO PAY PARTNERSLATE

### STEP 1

cc: [billing@partnerslate.com](mailto:billing@partnerslate.com) on invoices you send for this project

### STEP 2

A bill with a payment link will be sent

### Example Timeline

