GS Tech Systems
www.gstechsys.com

RESELLER & PARTNER PROGRAMME

School Management System Partner Programme

Sell, implement or white-label our School Management System, which covers admissions, fees, exams, attendance, payroll and parent communication. Partners earn 25% on licences and on yearly support renewals.

Free to join | 25% on licences and renewals | Training and demo licence | Pakistan, Gulf and worldwide

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Welcome

Schools everywhere are moving their registers, fee books and result sheets into software. Many prefer to buy from someone local whom they already trust, such as an IT company, an education consultant or a hardware dealer. That is where our partners come in.

GS Tech Systems builds and supports the School Management System. Our partners bring the relationships with schools. Together we help schools work with less paperwork and clearer records, and every partner earns from both the first sale and every year that the school renews.

This document explains the programme: the partner models, what you earn, what we provide, the rules that protect your deals, and how to join.

> **In short:** joining is free, there is no minimum target, and you earn a flat 25% on the licence and on every yearly support renewal of the schools you bring. You also get training, a demo licence, a sales kit and second-line technical support from our team.

1 Why partner with GS Tech Systems

Earn every year, not just once

Schools pay a yearly support fee after the licence. You earn 25% of it for as long as the school renews, which builds recurring income.

A product schools already need

Admissions, fees, attendance, exams and parent messages are daily work in every school. The value is easy to explain and easy to demonstrate.

No joining fee, no targets

Start selling without upfront cost or pressure. Exclusive territories are available to partners who choose to commit to targets.

You are not on your own

We train you, lend you a demo licence, join your demos when needed and handle second-line technical support and product fixes.

Choose how you work

Refer, resell, white-label under your own brand or deliver implementation services. You can combine models as you grow.

Local and international

We work with partners in Pakistan, Saudi Arabia, the Gulf and other countries, and support their schools remotely.

Who should become a partner

Partner type	Why it fits
IT companies and system integrators	Add school software to the computers, networks and support you already provide to schools.
Education consultants and school groups	Recommend a proven system to the schools you advise, and earn on every referral.
Software houses	Offer a complete school product, or white-label it, instead of building one from scratch.
Hardware and stationery dealers	Bundle software with the PCs, printers, biometric devices and supplies you sell to schools.
Freelance trainers and implementers	Earn service fees for setup, data migration and training, plus commission on licences.

2 The product: School Management System

One system for the front office, accounts, teachers and principal, built for a single school or a group of campuses.

Module	What it does
Admissions and student records	Enquiries, registration, admission and withdrawal, guardian details, documents, photos and sibling links; leaving and character certificates.
Classes, sections and timetables	Classes, sections, subjects and teachers per session; timetables; year-end promotion.
Attendance	Daily student attendance by class, absentee lists and monthly summaries, with same-day parent alerts.
Fee management	Fee heads, monthly and annual charges, concessions and late fines; fee vouchers, collections and defaulter lists.
Exams and report cards	Exam schedules, marks entry by subject, grading rules and positions; report cards and result sheets in the school's format.
Staff and payroll	Staff records, attendance and leave, monthly salaries with allowances and deductions, payslips.
Parent communication	Notices, fee reminders, absence alerts and results by SMS or WhatsApp, to one class or the whole school.
Library (optional)	Book catalogue, issue and return, due dates and fines.
Transport (optional)	Routes, vehicles and stops, students per route, transport fees added to vouchers.
Reports	Strength by class, fee collection, outstanding fees, attendance and results by session, class or campus.
Multi-campus	Several branches in one system; each campus runs its day and head office sees the combined picture.
Users and roles	Separate logins for principal, front office, accounts and teachers, each limited to what their job needs.

What makes it easy to sell

- **Shaped to each school:** fee heads, grading rules and report card layouts follow the way the school already works.
- **Starts from existing data:** student lists, guardian details and outstanding fees can be imported from Excel.
- **Grows with the school:** start with the core modules and add library, transport or more campuses later. That means more licence value and more commission for you.
- **Custom features on request:** extra features can be built by our team, which helps you win larger schools and groups.

3 How schools buy it

A simple model that schools understand: pay once for the licence, then a yearly fee for support and updates.

Charge	What the school gets	When it is paid
One-time licence	The right to use the School Management System with the modules, users and campuses chosen.	At purchase
Yearly support	Technical support, bug fixes and product updates for the year.	Every year
Add-ons	Extra modules (library, transport), extra campuses or users, added at any time.	When added
Services	Setup, data migration, on-site training and custom features.	As quoted

The licence price depends on the modules, the number of users and the number of campuses. Approved partners receive the official price list.

> Licence and yearly support prices are in the partner price list, which is shared after you sign the partner agreement.

4 Four ways to partner

Pick the model that matches how you work. Many partners start as referral partners and move up.

	Referral partner	Reseller	White-label partner	Implementation partner
In one line	Introduce schools; we close and serve them	Sell under the GS Tech Systems brand	Sell under your own brand	Deliver setup and training
Who sells	GS Tech Systems, with your introduction	You	You	You or GS Tech Systems
Who invoices the school	GS Tech Systems	You	You	Licence: either; services: you
Brand the school sees	GS Tech Systems	GS Tech Systems	Yours	GS Tech Systems
Implementation	GS Tech Systems	You, with our help	You, with our help	You
First-line support	GS Tech Systems	You	You	You
What you earn	25% commission	25% margin	25% margin	25% on licences plus your service fees
Best for	Consultants, school groups, freelancers	IT companies, dealers	Software houses, established IT brands	Trainers, implementers, IT firms

Referral partner

You introduce a school and register it with us. We run the demo, close the sale, implement and support. You earn 25% of what the school pays for the licence and for each yearly support renewal.

Reseller

You buy licences at 25% below the list price and sell to schools at the list price. You own the client relationship, run demos with our help, and provide first-line support.

White-label partner

You offer the system under your own brand name and logo. Branding scope, setup and technical arrangements are agreed in a separate white-label agreement. The 25% margin applies in the same way as for resellers.

Implementation partner

You deliver setup, data migration, on-site training and first-line support, and charge the school your own service fees. Licences you sell or register still earn 25%.

5 What you earn

25%

One flat rate for every partner

on the one-time licence **and** on every yearly support renewal, for as long as the school you brought stays active.

Income	How it works
Licence	25% of the licence value of every school you register and we or you close.
Yearly support renewals	25% of each renewal, every year the school renews.
Add-ons and upgrades	25% of extra modules, users or campuses the school buys later.
Your own services	Resellers, white-label and implementation partners keep 100% of their own setup, training and service fees.

Example

For every 100 of value the school pays (in any currency):

	School pays	You earn (25%)
Licence	100	25
Yearly support, year 2	20 (illustrative)	5
Yearly support, year 3	20 (illustrative)	5
Add-on: transport module	15 (illustrative)	3.75

The support and add-on amounts above are for illustration only. Actual prices are in the partner price list.

How you get paid

- **Referral partners:** we pay your commission after the school's payment is received, on the terms set out in the partner agreement.
- **Resellers and white-label partners:** you invoice the school yourself and pay us the list price less 25%, on the terms set out in the partner agreement.
- A monthly statement shows every school, payment and amount earned.
- If a school receives a refund, the related commission is reversed.

6 What we provide

Training and certification
Product and sales training online or in person. Partners who complete it receive a GS Tech Systems certified partner certificate.

Free demo licence
A full demo copy with sample school data, so you can show admissions, fee vouchers and report cards to schools on the spot.

Sales and marketing kit
Brochures, presentation slides, proposal and quotation templates, and co-branded material with your name and contact details.

Demo and pre-sales help
Our team can join your calls and demos with larger schools and groups to help you close the deal.

Second-line technical support
We handle technical issues, bugs, updates and custom feature requests behind you.

7 Support model

Support is shared so that schools get a fast, local answer and expert help when it is needed.

Level	Handled by	Covers
First line (L1)	Partner (GS Tech Systems for referral clients)	"How do I" questions, user training, password resets, printing setup, basic data corrections.
Second line (L2)	GS Tech Systems	Technical problems, data issues, configuration of fee and grading rules, imports.
Third line (L3)	GS Tech Systems product team	Bug fixes, updates and custom features.

Partners raise L2 and L3 requests by WhatsApp or e-mail to **support@gstechsys.com**. Response times are set out in the partner agreement.

8 Deal registration and territories

Register your schools

Register each school you are working with before the demo, by WhatsApp or e-mail, with the school's name, city and contact person. The first partner to register a school is protected for that school for an agreed period. If the school buys in that period, the deal is yours, and the protection is extended while the deal is actively progressing.

Territories

- **Non-exclusive by default.** Every partner can sell in any city or country, and deal registration protects each partner's own schools.
- **Exclusive territories on targets.** A partner can be given exclusive rights for a city or a country by agreeing to a sales target, such as a number of schools per year. The exclusivity is reviewed every year and continues while the target is met.
- Schools that contact GS Tech Systems directly from an exclusive territory are passed to the exclusive partner.

9 Partner responsibilities

- Represent the product honestly and promise only what it does. Check with us before offering custom features.
- Follow the price list. Resellers set their own price, but should not undercut other partners in a way that harms the programme.
- Provide first-line support to your schools (resellers, white-label and implementation partners).
- Keep school and student data confidential, and use it only to serve the school.
- Use the GS Tech Systems name and logo only as set out in the brand guidelines (except white-label partners, who use their own).
- Complete product training before running demos on your own.

> Student data belongs to the school. Partners must never copy, share or sell it, and must return or delete it when they stop serving the school.

10 How a sale works

1 · REGISTER	2 · DEMO	3 · PROPOSAL	4 · CLOSE	5 · IMPLEMENT	6 · RENEW
Register the school with us	Show the system with the demo licence	Quote modules, users and campuses	School signs and pays the licence	Setup, data import and training	Yearly support, you earn 25% again

Implementation for a single school includes setting up classes, fee heads and grading rules, importing students and training staff.

11 How to join

Step	What happens
1. Apply	Message us on WhatsApp +92 332 8228209 or e-mail sales@gstechsys.com with your company name, city or country, the partner model you want, and the schools you work with.
2. Discussion	A short call about your market and how you want to work.
3. Agreement	We sign the partner agreement. There is no joining fee.
4. Training	Product and sales training, certification, demo licence and sales kit.
5. Start selling	Register your first schools and we support you through the first demos.

> **Ready to start?** WhatsApp **+92 332 8228209** · e-mail **sales@gstechsys.com** · **www.gstechsys.com/en/partners**

12 Frequently asked questions

Is there a fee to join?

No. Joining is free and there is no minimum sales target. Targets apply only if you ask for an exclusive territory.

How much do I earn?

A flat 25% on the licence, on every yearly support renewal and on add-ons for the schools you bring, whatever partner model you choose.

Can I partner from outside Pakistan?

Yes. We welcome partners in Saudi Arabia, the Gulf and other countries, and support their schools remotely.

Can I use more than one model?

Yes. For example, you can resell licences and also charge for implementation as an implementation partner.

Who supports the schools I bring?

For referral clients, we do. For other models, you handle first-line support and we handle second-line and third-line support.

What if two partners bring the same school?

The partner who registered the school first is protected for the registration period.

Can I sell it under my own brand?

Yes, as a white-label partner under a separate white-label agreement.

Do I get paid on renewals if the school stays with us for years?

Yes. You earn 25% of every yearly renewal for as long as the school remains active and you remain a partner in good standing.

This document summarises the GS Tech Systems School Management System Partner Programme. The signed partner agreement sets out the binding terms and takes precedence over this summary. Programme terms may be updated from time to time.