

PARTIES

Effective Date: _____

Partner Company: _____

Partner Contact: _____

Partner Email: _____

Satoshi Firm (Advisor): Tim Renzetti, Founder & Principal Advisor -- tim@satoshifirm.com -- satoshifirm.com

MONTHLY COMMITMENT — WHAT SATOSHI FIRM DELIVERS

Minimum 30 Hours of Active BD Work Per Month

Outreach execution · Discovery conversations · Pipeline development · Market intelligence · Strategy
Every hour logged in the shared CRM with date, activity type, contact, and outcome. Fully transparent.

- ◆ **Targeted prospect list:** Researched list of named decision-makers at qualified companies in agreed territory — company, contact, title, LinkedIn, qualification rationale. Delivered before outreach begins.
- ◆ **Active outreach execution:** Personalized outreach using existing relationships across 14,500+ direct connections. Every message logged with date, channel, summary, and response.
- ◆ **Discovery conversations:** Initial calls with interested prospects. Full ICP qualification — timeline, budget, decision process, competitive evaluation. Briefing notes before warm handoff.
- ◆ **Warm introductions:** Named introductions to sales-ready buyers with full context on their situation, timeline, and decision process.
- ◆ **Real-time CRM visibility:** Shared spreadsheet with live pipeline status. Partner can check all outreach, conversations, and opportunities at any time.
- ◆ **Monthly pipeline report:** Written summary of activity, pipeline status, market intelligence from buyer conversations, and recommended priorities.
- ◆ **Monthly strategy call:** 30-minute standing call to review pipeline, discuss market intelligence, and align on next month's priorities.

TERRITORY

Enterprise verticals in which Satoshi Firm will conduct BD activity on Partner's behalf. Defined at signing.

Agreed Territory: _____

FEES & SUCCESS COMPENSATION

Monthly Retainer

\$_____ / month
Payable 1st of each month.
Includes minimum 30 hrs active BD work.

Success Fee

_____ % of first-year
contract value on deals sourced.
Payable within 30 days of close.

Success Fee Tail: Deals in active pipeline at termination that close within 90 days earn the full success fee.

TERMS

Term: Month to month. Either party may cancel with 30 days written notice. No minimum commitment period.

Activity Guarantee: Satoshi Firm commits to a minimum of 30 hours of documented BD activity per month logged in the shared CRM. If this minimum is not met in any given month, the retainer for that month is prorated accordingly.

Category Exclusivity: Satoshi Firm will not simultaneously represent a direct competitor in the same infrastructure category. Partner holds exclusive representation in their category.

Disclosure: Partner relationship is disclosed to all Satoshi Firm advisory clients during relevant vendor evaluation processes.

Sample document – final terms negotiated at signing · satoshifirm.com · tim@satoshifirm.com