



Appendix 4: Overview of Partnerships

to STAA & NTB to STAA & NTB PARTNERSHIP AGREEMENT No. [00.2000] dated [00.00.2000]

Country Partnership	Partner is entitled to 10% of all the revenue generated in the designated Territory. This partner's main focus is to establish an agreement for a CV Partnership, Premium Partnerships and to support the Job Portal & Premium Partners with market information, price information, strategy and other Sales & Marketing know-how while also actively supporting these partners to grow the revenue and profits on an ongoing base. Partner commits with an investment of € 12,000 on the date of obtaining the license to cover part of the set-up costs.
CV Partnership	Partner is entitled to 10% of all the revenue generated in the designated Territory. This partner's main focus is to establish access for STAA and NTB to a rich database of CV's, Vacancies, Staffing Agencies and Employers. Further the Partner ensures all the necessary technology support in order to successfully customize and localize STAA and NTB and to actively support the enhancement of the matching algorithms between Vacancies and CV's in the local language. Partner commits with an investment of € 12,000 on the date of obtaining the license per Territory to cover part of the set-up costs.
Premium Partnership	Partner is entitled to 30% of all the revenue generated on its dedicated and exclusive STAA & NTB platforms. The partner covers a dedicated market segment and/or region and it gives access to its platforms to all its business partners which can be (but not restricted to) staffing agencies, employers, free-lancers, job seekers and the users of the TJP niche portals. Partner commits with an investment of € 12,000 on the date of obtaining the license to cover part of the set-up costs.
STAA & NTB License Holders	Entities & individuals having acquired one or more licenses issued by one or more Partners.
STAA & NTB Users	Entities & individuals using one or more licenses and applications as provided by the Partners and License Holders.
TJP Niche Job Portals	Every User, License Holder and Partner can request TJP to launch for the Territory a Niche Job Portal. The revenues of these Niche Job Portals are submitted to the revenue model as described in this agreement. The party who requests this Niche Job Portal covers € 3,500 of the development costs and delivers the adaptation to the local language and other requirements. The Niche Job Portal Holder receives 30% of the Margin as described under Appendix 2 and all other commissions and fees are also calculated from the Margin as stipulated in the excel sheet.