



CSEdge

Nexus Referral & Partner Program

Partner Referral & Revenue Sharing Policy

Version: 1.0

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1. Introduction

The **CSEdge Nexus Referral & Partner Program** is an independent referral and partnership program established by **CSEdge Nexus™**, a CSEdge initiative, to enable individuals, consultants, agencies, organizations, and business professionals to participate in the growth of CSEdge by introducing qualified business opportunities.

The Program is designed to create a transparent, scalable, and mutually beneficial partnership ecosystem where Partners are rewarded for successful business referrals while CSEdge manages the complete sales, consulting, project execution, delivery, and customer success lifecycle.

Partners are **not employees, agents, representatives, franchisees, or legal affiliates** of CSEdge. Participation in this Program constitutes an independent commercial relationship governed exclusively by this Policy.

2. Purpose

The purpose of the CSEdge Nexus Partner Network is to establish a structured referral ecosystem that enables trusted partners to introduce businesses requiring technology services while ensuring complete transparency throughout the referral lifecycle.

The Program is built around the following principles:

- Long term strategic partnerships
- Transparent revenue sharing
- Automated referral management
- Secure partner portal access
- Fair and milestone based commission payments
- Ethical business practices
- Mutual business growth

3. Scope of the Program

The Program applies to referrals for technology services provided under the CSEdge ecosystem, including but not limited to:

Software Engineering

- Custom Software Development
- Enterprise Software
- Business Platforms
- Web Applications
- Mobile Applications

Startup Solutions

- MVP Development
- SaaS Product Development
- Product Engineering

Enterprise Platforms

- Internal Business Systems
- Client Portals
- Customer Portals
- Business Dashboards
- Multi Tenant Platforms

AI & Automation

- Artificial Intelligence Solutions
- AI Workflow Systems
- Business Process Automation
- Machine Learning Solutions

Cloud & Infrastructure

- Cloud Engineering
- DevOps Engineering
- Infrastructure Modernization
- CI/CD Implementation

Data Engineering

- Data Platforms
- Analytics
- Reporting Systems
- Business Intelligence

Digital Transformation

- Enterprise Modernization
- Operational Automation
- Technology Consulting

CSEdge reserves the right to add, remove, or modify eligible service categories at any time.

4. Definitions

For the purpose of this Policy:

Partner

An individual or organization approved to participate in the CSEdge Nexus Partner Network.

Referral

A business opportunity introduced by a Partner to CSEdge through the official referral process.

Referred Client

A business, startup, organization, institution, or individual introduced by a Partner for potential engagement with CSEdge.

Qualified Referral

A referral that satisfies the eligibility requirements defined in this Policy and is accepted by CSEdge for business discussions.

Successful Referral

A referral that results in:

- Project Agreement executed
- Initial payment received
- Project officially initiated

Standard Project

Projects categorized by CSEDGE as standard implementation engagements.

These generally include software development, applications, dashboards, MVPs, portals, and similar implementations.

Revenue Share Range: **8%–15%**

Enterprise Project

Large scale digital transformation engagements involving enterprise platforms, long term implementation, cloud infrastructure, AI systems, automation, managed services, or recurring engagements.

Revenue Share Range: **10%–20%**

Revenue Share

The commission payable to the Partner based on the agreed percentage and client payment milestones.

Partner Portal

The secure online portal provided by CSEDGE for Partners to:

- Submit referrals
- Track projects
- Monitor payments
- View commission history
- Access reports
- Manage profile
- Receive notifications

Partner ID

A permanent six digit unique identification number assigned to each approved Partner.

Example:

072601 (MMYCC) - [CC : Count within the month]

The Partner ID remains unchanged throughout the Partner's participation in the Program.

Project ID

A unique identifier generated after a referred client signs the Project Agreement.

Each Project ID is permanently linked to its originating Partner.

Recommended structure:

072601P00120726 (Partner ID + PCCDDMMYY)

Where:

- 072601 = Partner ID
- 072601P00120726 = Project ID

This provides complete traceability throughout the project lifecycle.

Project Agreement

The commercial agreement executed between CSEDGE and the Referred Client defining project scope, payment schedule, milestones, and commercial terms.

Payment Milestone

A scheduled payment defined within the Project Agreement.

Revenue Share is calculated independently for each successfully received payment milestone.

Revenue Share Rate

The percentage agreed between CSEDGE and the Partner during Partner onboarding.

Once finalized, separate Standard Project and Enterprise Project rates remain fixed for the duration of the Partner's participation unless revised through mutual written agreement.

Business Day

Any working day excluding Saturdays, Sundays, and officially declared public holidays applicable to CSEDGE's registered office.

5. Eligibility & Enrollment

5.1 Eligibility

The CSEdge Nexus Partner Network is open to individuals and organizations capable of introducing genuine business opportunities requiring technology services.

Eligible participants include, but are not limited to:

- Business Consultants
- Startup Advisors
- Technology Consultants
- Independent Professionals
- Freelancers
- Marketing Agencies
- IT Service Providers
- Consulting Firms
- Chartered Accountants
- Law Firms
- HR Consultants
- Business Owners
- Entrepreneurs
- Corporate Professionals
- Educational Institutions
- Startup Communities
- Industry Associations
- Organizations with established business networks

Participation in the Program is subject to review and approval by CSEdge.

CSEdge reserves the right to accept or reject any application without providing a reason.

5.2 Minimum Eligibility

To participate in the Program, applicants must:

- Be at least 18 years of age.
- Provide accurate personal or business information.
- Maintain valid contact information.
- Possess the legal authority to enter into commercial agreements.
- Agree to comply with this Policy and all applicable laws.

5.3 Enrollment Process

Enrollment into the Program consists of the following stages:

Stage 1 : Registration

Applicants submit an application through the official CSEDGE Nexus Partner Network portal.

The application may include:

- Personal Information
- Business Information (if applicable)
- Contact Details
- Banking Details (optional during registration)
- Areas of Business Network
- Professional Profile

Submission of an application does not constitute acceptance into the Program.

Stage 2 : Referral Submission

Applicants may introduce a prospective client through the designated referral submission process.

The referral must satisfy the eligibility criteria defined in this Policy.

Stage 3 : Referral Review

CSEDGE evaluates the submitted referral to determine whether:

- The referral is genuine.
- The client has not been previously engaged.
- The opportunity aligns with CSEDGE's service portfolio.
- Initial discussions have been positively acknowledged.

Stage 4 : Partner Activation

Upon successful qualification of the Partner's first referral, the applicant will be officially enrolled into the CSEDGE Nexus Partner Network.

At this stage, CSEDGE will:

- Activate the Partner account.

- Generate a permanent Partner ID.
- Provide secure access to the Partner Portal.
- Configure the Partner's commission structure.
- Complete onboarding.

The Partner will thereafter be recognized as an Active Partner

6. Partner Lifecycle

Each Partner progresses through the following lifecycle.

Applicant

Application submitted.



Referral Submitted

Initial business opportunity submitted.



Referral Qualified

CSEDGE verifies and accepts the referral for further discussions.



Active Partner

Partner ID generated.

Partner Portal activated.

Commission structure finalized.



Project Initiated

Project Agreement executed.

Project ID generated.



Revenue Sharing

Revenue share processed based on payment milestones.



Strategic Partner

High performing Partners may be invited into the Strategic Partner Program.

7. Partner Identification

7.1 Partner ID

Every Active Partner receives a permanent six digit Partner ID.

Example

PN104821

The Partner ID serves as the Partner's permanent identity within the CSEDGE Nexus Partner Network.

The Partner ID:

- Never changes.
- Is linked to all referrals submitted by the Partner.
- Is used for revenue tracking.
- Is used for payment history.
- Is used within the Partner Portal.

7.2 Project ID

Following execution of a Project Agreement between CSEDGE and the Referred Client, a unique Project ID will be generated.

Each Project ID is permanently associated with the originating Partner.

Example

- 072601P00120726
- 072601P01120726

Each Project ID is unique and cannot be reassigned.

7.3 Project Assignment

A Project ID will only be generated after:

- The client accepts CSEdge's proposal.
- The commercial agreement is executed.
- The project is officially approved for initiation.

Projects that do not progress beyond preliminary discussions will not receive a Project ID.

7.4 Commission Configuration

During Partner onboarding, CSEdge and the Partner will mutually agree upon two fixed revenue share percentages:

Standard Projects

Revenue Share:

8%–15%

Enterprise Projects

Revenue Share:

10%–20%

These percentages will be communicated in writing and recorded within the Partner Portal.

Unless otherwise agreed in writing by both parties, these revenue share percentages shall remain fixed for the Partner throughout their participation in the Program.

8. Referral Submission & Qualification

8.1 Referral Submission

All referrals must be submitted exclusively through the official **CSEdge Nexus Partner Portal** or any other submission channel officially designated by CSEdge.

A referral shall include, wherever applicable:

- Client/Organization Name
- Contact Person
- Designation
- Business Email
- Mobile Number
- Company Website
- Industry
- Business Requirement
- Additional Notes

CSEdge may request further information whenever necessary for proper evaluation.

8.2 Lead Qualification

Submission of a referral **does not automatically qualify** it for revenue sharing.

Each referral undergoes an internal qualification process before being accepted.

CSEdge reserves the exclusive right to determine whether a referral is considered qualified.

8.3 Qualified Referral

A referral shall be considered **Qualified** only when all of the following conditions are satisfied:

- The referred client expresses genuine interest in engaging with CSEdge.
- Initial business discussions are positively acknowledged.
- The opportunity aligns with CSEdge's service offerings.
- The client agrees to continue commercial discussions.
- No duplicate or conflicting referral exists.

Only Qualified Referrals proceed to the next stage.

8.4 Successful Referral

A referral becomes a **Successful Referral** only after:

- Project Agreement is executed.
- Commercial terms are accepted.
- Initial client payment is successfully received.
- Project is officially initiated.

Revenue sharing shall only commence after a referral becomes a Successful Referral.

8.5 Non Qualified Referrals

- Incorrect contact information.
- Invalid organizations.
- Spam submissions.
- Businesses outside CSEDGE's service portfolio.
- Clients with no genuine interest.
- Duplicate referrals.
- Existing CSEDGE clients.
- Existing negotiations already initiated by CSEDGE.

Such referrals shall not qualify for revenue sharing.

9. Referral Ownership

9.1 First Verified Referral Principle

Revenue sharing rights belong exclusively to the Partner whose referral was first successfully verified and recorded within the Partner Portal. The system timestamp shall be considered final.

9.2 Duplicate Referrals

If multiple Partners refer the same client:

- The earliest successfully verified referral shall be considered the valid referral.
- Subsequent duplicate submissions shall be automatically rejected.

CSEdge's internal records shall be final in determining referral ownership.

9.3 Existing Clients

No revenue sharing shall be payable where:

- The client is already an existing customer.
- The client has an active proposal.
- The client has previously engaged with CSEdge.
- Discussions had already commenced before referral submission.

9.4 Referral Exclusivity

Once accepted, referral ownership remains exclusively associated with the originating Partner.

No other Partner may claim revenue share for the same project.

9.5 Referral Transfer

Referral ownership cannot be:

- sold,
- transferred,
- reassigned,
- gifted,
- inherited,

without prior written approval from CSEdge.

10. Project Assignment

10.1 Project Agreement

Following successful commercial discussions, CSEdge shall execute a formal Project Agreement with the referred client.

The agreement may include:

- Scope of Work
- Deliverables
- Commercial Terms
- Payment Schedule
- Milestones
- Project Timeline
- Additional Conditions

10.2 Project ID Generation

Upon execution of the Project Agreement:

- A unique Project ID shall be generated.
- The Project ID shall automatically link with the originating Partner ID.
- The project shall become visible within the Partner Portal.

10.3 Project Visibility

Partners shall have visibility into:

- Project Status
- Payment Schedule
- Revenue Share Percentage
- Payment History
- Upcoming Payments
- Commission Summary

Access shall be limited only to projects owned by that Partner.

10.4 Commission Confirmation

Before project commencement, CSEdge shall formally communicate:

- Standard Project Revenue Share Rate
- Enterprise Project Revenue Share Rate

These percentages shall be:

- mutually acknowledged,
- permanently recorded,
- visible within the Partner Portal.

No future project under the Program shall require renegotiation unless mutually agreed in writing.

11. Transparency

CSEdge believes complete transparency strengthens long term partnerships.

Accordingly, Partners shall receive visibility into:

- Project Agreement Status
- Commercial Status
- Payment Milestones
- Revenue Share Calculation
- Project Progress
- Commission History
- Payment Processing Status

through the Partner Portal.

Where necessary, commercial documents relevant to commission calculations, including the executed payment schedule, may be shared with the Partner solely for commission verification purposes.

Such documents shall remain confidential and may not be shared, copied, reproduced, or distributed without prior written consent from CSEdge.

12. Partner Conduct & Commercial Authority

12.1 Independent Partner Relationship

Partners participate in the Program as independent business partners.

Nothing contained in this Policy shall be interpreted as creating:

- Employer–Employee relationship
- Agency relationship
- Joint Venture
- Franchise
- Partnership Firm
- Representative Office
- Legal Association

between CSEdge and the Partner.

Partners shall not present themselves as employees, directors, officers, authorized representatives, or legal agents of CSEdge.

12.2 Commercial Authority

Partners are responsible only for introducing business opportunities.

Unless expressly authorized in writing by CSEdge, Partners shall not:

- Negotiate commercial terms.
- Finalize pricing.
- Offer discounts.
- Commit delivery timelines.
- Commit technical features.
- Sign agreements.
- Accept payments on behalf of CSEdge.
- Make warranties or guarantees.
- Modify commercial proposals.

Only official quotations, proposals, and agreements issued by CSEdge shall be considered valid.

12.3 Client Communications

Partners may:

- Introduce CSEDGE.
- Explain services at a high level.
- Arrange meetings.
- Connect decision makers.
- Facilitate communication.

Technical consulting, requirement analysis, pricing discussions, scope definition, commercial negotiations, legal agreements, and project planning shall be conducted exclusively by CSEDGE.

12.4 Brand Usage

Partners may identify themselves as members of the **CSEDGE Nexus Referral & Partner Program**.

However, Partners shall not:

- Modify the CSEDGE logo.
- Create unofficial marketing materials.
- Register domains using the CSEDGE name.
- Publish misleading advertisements.
- Misrepresent CSEDGE capabilities.

Official marketing resources may only be used as provided by CSEDGE.

12.5 Professional Conduct

Partners shall maintain the highest standards of professionalism.

Partners shall not:

- Mislead prospective clients.
- Provide false information.
- Misrepresent project capabilities.
- Engage in unethical sales practices.
- Use coercive marketing.

- Make false commitments.
- Damage the reputation of CSEdge.

Violation may result in immediate suspension.

13. Commission Structure

13.1 Revenue Share Categories

Revenue sharing is categorized into two project types.

Standard Projects

Revenue Share

8% – 15%

Examples include:

- Corporate Websites
- Web Applications
- Mobile Applications
- Startup MVPs
- Business Dashboards
- Client Portals
- Internal Systems

Enterprise Projects

Revenue Share

10% – 20%

Examples include:

- Enterprise Platforms
- Digital Transformation
- AI Systems
- Cloud Engineering

- DevOps
- Business Automation
- Vertical SaaS
- Long term Managed Solutions

Project categorization shall be determined exclusively by CSEdge.

13.2 Partner Commission Rate

During onboarding, CSEdge shall mutually agree upon two fixed commission rates with the Partner:

- Standard Project Rate
- Enterprise Project Rate

Example

Project Type	Fixed Rate
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Standard	12%
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Enterprise	16%
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These percentages shall remain fixed throughout the Partner's participation unless revised through mutual written agreement.

13.3 Commission Calculation

Revenue Share shall always be calculated based on:

- Actual payment successfully received from the client.

Revenue Share shall **not** be calculated on:

- Proposed values
- Quotations
- Expected revenue
- Future payments
- Unpaid invoices

Only cleared payments are eligible.

14. Installment Based Revenue Sharing

14.1 Milestone Based Processing

Many projects are executed under milestone based payment schedules.

Accordingly, Revenue Share shall be processed independently for every successfully received client payment.

Example

Project Value

₹5,00,000

Payment Terms

4 Installments

Each Installment

₹1,25,000

Partner Rate

12%

Processing

Client Payment	Partner Share
₹1,25,000 Received	₹15,000 Processed
₹1,25,000 Received	₹15,000 Processed
₹1,25,000 Received	₹15,000 Processed
₹1,25,000 Received	₹15,000 Processed

The Partner receives revenue progressively alongside client payments.

No waiting until project completion.

14.2 Payment Timeline

Revenue Share shall normally be processed within

15–20 Business Days

after:

- Client payment is successfully received.
- Payment is verified.
- Internal financial reconciliation is completed.

14.3 Automated Processing

Partners are **not required** to:

- Raise invoices
- Submit commission claims
- Request payment releases
- Send payment reminders

Revenue Share processing is automated through the Partner Portal.

14.4 Bank Transfer

Revenue Share shall be transferred directly to the Partner's registered bank account.

Partners are responsible for maintaining accurate banking information.

CSEDGE shall not be liable for delays resulting from incorrect banking details.

15. Commission Transparency

Transparency is a core principle of the Program.

Whenever a client payment is successfully received, the Partner Portal shall display:

- Payment Amount
- Commission Rate
- Revenue Share Calculation
- Expected Payment
- Payment Status
- Estimated Processing Date

Partners may review all calculations before payment processing.

15.1 Payment Verification Window

If a Partner believes a commission calculation is incorrect,

they must raise a dispute through the Partner Portal **before payment processing is initiated**.

Once payment has been initiated,

that payment cycle shall be considered final.

Any approved adjustments shall be reflected only in future payment cycles.

CSEdge shall not issue separate corrective transfers for closed payment cycles except in cases involving legal obligations or material accounting errors determined solely by CSEdge.

16. Client Payment Default

If the referred client:

- delays payment,
- suspends payments,
- defaults,
- abandons the project,
- or terminates the engagement,

the Partner shall be notified through the Partner Portal.

16.1 Development Suspension

CSEdge follows a milestone based delivery policy.

Development continues only against scheduled payments.

If the client fails to pay any payment milestone,
project execution may be suspended until outstanding payments are received.

16.2 Revenue Share Impact

Partners shall receive Revenue Share only for payments successfully received by CSEdge.

Future unpaid milestones shall not generate Revenue Share until payment is received.

16.3 Partner Protection

The Partner shall:

- bear no financial liability,
- incur no repayment obligation,
- have no responsibility for client default.

Revenue Share already paid shall not be recovered solely due to future client payment failures, unless the payment was later reversed, charged back, fraudulent, or otherwise invalidated.

16.4 Project Termination

If commercial discussions fail or the project is permanently terminated,

the Project shall be marked **Closed** within the Partner Portal.

Historical records shall remain visible for audit purposes.

17. Non Circumvention & Fair Business Practices

17.1 Protection of Business Opportunities

The Partner acknowledges that all commercial discussions, proposals, pricing, solution architecture, project planning, and negotiations carried out by CSEDGE constitute confidential business information.

Partners shall not directly or indirectly use such information for personal commercial benefit or for the benefit of any third party.

17.2 Non Circumvention

Once a referral has been accepted and commercial discussions have commenced, the Partner shall not:

- Circumvent CSEDGE by independently pursuing the referred project.
- Encourage the referred client to terminate discussions with CSEDGE in favor of another vendor.
- Redirect the client to competing organizations.
- Attempt to execute the same project independently without prior written approval from CSEDGE.

Violation of this clause may result in immediate termination from the Program and forfeiture of any pending revenue share.

17.3 Proposal Confidentiality

All quotations, proposals, commercial estimates, technical documents, presentations, pricing structures, solution architectures, and project plans prepared by CSEDGE remain the exclusive intellectual property of CSEDGE.

Partners shall not copy, distribute, reproduce, modify, disclose, or share such materials with any third party without prior written consent.

17.4 Client Ownership

The Partner introduces business opportunities to CSEDGE but does not obtain ownership rights over the client.

All contractual relationships shall exist solely between CSEDGE and the client.

18. Confidentiality

18.1 Confidential Information

Partners may receive confidential information including:

- Commercial proposals
- Pricing
- Technical documentation
- Product roadmaps
- Client information
- Business processes
- Internal workflows
- Financial information
- Marketing strategies
- Platform access

Such information shall remain confidential at all times.

18.2 Confidentiality Obligations

Partners agree to:

- Maintain strict confidentiality.
- Use confidential information only for Program related activities.
- Prevent unauthorized disclosure.
- Protect client privacy.
- Comply with applicable data protection laws.

18.3 Exceptions

Confidentiality obligations shall not apply where information:

- is publicly available through lawful means,
- is independently developed,
- is required to be disclosed by law or a competent authority.

19. Intellectual Property

All intellectual property created, developed, or owned by CSEDGE remains the exclusive property of CSEDGE.

This includes:

- Software
- Source Code
- Designs
- Documentation
- Frameworks
- AI Models
- Business Processes
- Internal Platforms
- Marketing Assets
- Logos
- Branding
- Partner Portal

Participation in the Program does not grant ownership or licensing rights unless expressly provided in writing.

20. Taxes

Partners shall be solely responsible for:

- Income Tax
- GST (where applicable)
- Professional Tax

- Any other statutory obligations arising from revenue share received under the Program.

CSEdge may deduct applicable taxes at source as required by law.

Partners are responsible for providing accurate tax information whenever requested.

21. Fraud Prevention

To maintain the integrity of the Program, CSEdge reserves the right to investigate any referral or payment.

Fraudulent activities include but are not limited to:

- Fake referrals
- Self referrals
- Duplicate identities
- False client information
- Artificial project creation
- Payment manipulation
- Commission manipulation
- Identity impersonation
- Misrepresentation of client interest

Fraudulent activities may result in:

- Immediate Partner suspension
- Permanent termination
- Cancellation of pending commissions
- Recovery of incorrectly paid amounts
- Legal proceedings where applicable

22. Suspension & Termination

CSEdge may suspend or terminate a Partner's participation for reasons including:

- Violation of this Policy.
- Fraudulent activities.
- Misrepresentation.
- Confidentiality breach.

- Brand misuse.
- Unethical conduct.
- Criminal activity.
- Legal compliance requirements.

Termination shall not affect commissions already approved and paid prior to termination, unless such payments were obtained fraudulently.

23. Limitation of Liability

CSEdge shall not be liable for:

- Loss of expected revenue.
- Loss of future commissions.
- Business interruption.
- Indirect damages.
- Consequential losses.
- Opportunity costs.
- Third party claims arising from Partner conduct.

CSEdge's total liability under this Program shall not exceed the unpaid revenue share legitimately due to the Partner under the applicable Project.

24. Indemnification

The Partner agrees to indemnify and hold harmless CSEdge, its directors, employees, affiliates, and representatives from any claims, damages, liabilities, costs, or legal expenses arising out of:

- Partner misconduct.
- Violation of this Policy.
- Misrepresentation.
- Unlawful activities.
- Breach of confidentiality.
- Intellectual property infringement caused by the Partner.

25. Force Majeure

Neither CSEdge nor the Partner shall be liable for delays or failures caused by events beyond reasonable control, including but not limited to:

- Natural disasters / War
- Civil unrest
- Government restrictions
- Internet failures
- Cybersecurity incidents
- Power outages
- Pandemics
- Labor disputes

Performance shall resume once the affected event has ceased.

26. Governing Law & Dispute Resolution

This Policy shall be governed by and interpreted in accordance with the laws of the Republic of India.

Any dispute arising under this Policy shall first be attempted to be resolved through good faith negotiations.

If unresolved, the dispute shall be referred to arbitration in accordance with the **Arbitration and Conciliation Act, 1996**, and the seat of arbitration shall be **Andhra Pradesh, India**, unless otherwise determined by CSEdge.

The language of arbitration shall be English.

27. Policy Amendments

CSEdge reserves the right to amend, update, or modify this Policy from time to time.

Material changes will be communicated through the Partner Portal or the registered email address of the Partner. Continued participation in the Program after such updates constitutes acceptance of the revised Policy.

28. Contact Information

For any questions regarding the CSEdge Nexus Partner Network, Partners may contact:

CSEdge Nexus™ a **CSEdge Initiative**.

Email: contact@CSEdge.co

Website: <https://nexus.CSEdge.co>

Acceptance of Policy

This should come **before** the annexures.

Example:

By applying to or participating in the CSEdge Nexus Referral & Partner Program, the Partner confirms that they have read, understood, and agreed to comply with this Policy. Continued participation in the Program shall constitute ongoing acceptance of the latest published version of this Policy.

Annexure A

Partner Lifecycle & Program Workflow

The CSEdge Nexus Partner Network follows a transparent, milestone based referral lifecycle designed to ensure visibility, accountability, and timely revenue sharing.

Step 1 — Partner Registration

- Contact CSEdge Nexus Team through mail (contact@CSEdge.co) mentioning Referral / Partner Program.
- Submit the required personal or business information.
- Accept the Partner Network Policy and Terms.



Step 2 — Referral Submission

- Submit a qualified business opportunity.
- Provide accurate client and business requirement details.



Step 3 — Lead Verification

CSEdge reviews the referral to verify:

- Lead authenticity
- Client eligibility
- Service alignment
- Existing engagement status
- Business potential



Step 4 — Commercial Engagement

The CSEdge team handles:

- Client meetings
- Requirement analysis
- Technical consultation
- Solution design

- Proposal preparation
- Commercial negotiations



Step 5 — Project Agreement

Upon successful commercial discussions:

- Client signs the Project Agreement.
- Payment schedule is finalized.
- Project is approved.



Step 6 — Partner & Project Activation

CSEdge will:

- Activate the Partner in Portal.
- Assign a permanent Partner ID.
- Generate a Project ID.
- Record the agreed commission percentage.
- Enable project tracking within the Partner Portal.



Step 7 — Project Execution

The CSEdge delivery team manages:

- Development
- Project Management
- Quality Assurance
- Client Communication
- Delivery
- Support



Step 8 — Client Payment

As each payment milestone is successfully received:

- Payment is verified.
- Revenue share is calculated automatically.

- Payment details appear in the Partner Portal.



Step 9 — Commission Verification

Partners may review:

- Client payment
- Revenue share percentage
- Commission amount
- Payment status

If discrepancies are identified, they must be reported before payment processing begins.



Step 10 — Revenue Share Processing

Revenue share is processed within:

15–20 Business Days



Step 11 — Direct Bank Transfer

Revenue share is transferred directly to the Partner's registered bank account.

Every payment remains permanently available within the Partner Portal.

Annexure B

Revenue Share Examples

Example 1

Standard Project

Project Value

₹2,00,000

Partner Rate

10%

Client Payment

Single Payment

Partner Revenue Share

₹20,000

Processing Time

15–20 Business Days

Example 2

Installment Based Project

Project Value

₹5,00,000

Partner Rate

12%

Payment Schedule

Installment	Client Payment	Partner Revenue Share
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1	₹1,25,000	₹15,000
---	-----------	---------

2	₹1,25,000	₹15,000
---	-----------	---------

3	₹1,25,000	₹15,000
---	-----------	---------

4	₹1,25,000	₹15,000
---	-----------	---------

Total Revenue Share

₹60,000

Each commission payment is processed independently after the corresponding client payment is successfully received.

Example 3

Enterprise Project

Project Value

₹30,00,000

Partner Rate

18%

Payment Terms

Monthly Milestones

Client pays:

₹5,00,000

↓

Partner receives:

₹90,000

Process repeats for every cleared payment milestone until completion of the Project Agreement.

Annexure C

Partner Portal Features

Every approved Partner receives secure access to the **CSEdge Nexus Partner Portal**, providing complete visibility into their referrals, projects, and revenue.

Dashboard

- Partner Overview
- Revenue Summary
- Active Projects
- Referral Statistics
- Payment Overview

Referral Management

- Submit New Referral
- Referral History
- Lead Status
- Qualification Status

Project Tracking

- Project ID
- Client Status
- Project Progress
- Milestones
- Current Stage

Revenue & Payments

- Revenue Share Percentage
- Upcoming Payments
- Payment History
- Payment Status
- Bank Transfer History

Notifications

Receive updates for:

- Referral Acceptance
- Project Approval
- Client Payments
- Revenue Processing
- Bank Transfer Confirmation
- Policy Updates

Documents

Access:

- Project Agreements
- Payment Schedules
- Revenue Calculations
- Policy Documents
- Tax Documents (where applicable)

Profile Management

- Personal Information
- Business Details
- Banking Information
- Tax Information
- Communication Preferences

Final Declaration

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