

GovComply Partner Program

Program Guide and Partner Agreement

Garrison Compliance Group LLC | Effective July 4, 2026

Program Overview

The GovComply Partner Program is designed for ERP resellers, compliance consultants, defense industry advisors, and other trusted partners who regularly work with Tier II, Tier III and Tier IV defense manufacturers and suppliers. These are mid-market companies navigating FAR, DFARS, CAS, DCAA, and supplier quality obligations, often without the internal compliance infrastructure to do it well.

If you work with these companies, you see the problem firsthand. GovComply gives you something concrete to offer them, and we make it worth your while to bring us into the conversation.

GCG always holds the customer contract. Partners refer or sell, GCG closes and serves, and partners get paid when GCG collects.

Who This Program Is For

GovComply partners are GovCon advisory firms, government accounting practices, ERP resellers, and APEX Accelerators whose clients are mid-market defense manufacturers. If your clients are navigating DCAA audits, CPSR reviews, or FAR/DFARS flowdown obligations, GovComply is the referral that earns you credibility with them, not just a commission.

This program is a fit for partners who:

- Sell or implement ERP systems to defense manufacturers (Infor A&D, Infor CSI, SAP, and others)
- Provide compliance consulting, DCAA audit prep, or CPSR readiness services
- Serve defense primes or Tier II contractors who have supplier management responsibilities
- Work with defense manufacturers and suppliers who hold active government contracts, subcontracts, or purchase orders with FAR or DFARS obligations, regardless of contract type

Target customer profile for referrals: defense manufacturers or suppliers with \$20M--\$500M in revenue, holding active government contracts with FAR/DFARS/SQAR obligations.



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Partner Classifications

The GovComply Partner Program has two classifications: Registered Partner and Premier Partner. Classification determines compensation rate and the degree of independence a partner has in the sales process. All partners start as Registered Partners. Premier status is earned through demonstrated performance and certification.

Registered Partner

Registered Partners are accepted into the program and authorized to refer qualified prospects to GCG. GCG leads all discovery, demos, scoping, and proposal work on Registered Partner referrals. The partner's role is to make the introduction, support early conversations, and stay engaged through close.

Registered Partner Compensation

15% of Year 1 AACV (Average Annual Contract Value), paid when GCG collects first payment from the customer.

Example: Customer signs at the Growth tier (\$8,000/month). Year 1 AACV = \$96,000.
Partner fee = \$14,400.

Premier Partner

Premier Partners are qualified to lead the GovComply sales process independently, with GCG in a supporting role. Premier Partners run their own discovery, demos, and proposals. GCG remains available for technical questions and product escalations but is not expected to drive the deal.

Premier Partner Compensation

20% of Year 1 AACV, paid when GCG collects first payment from the customer.

Example: Customer signs at the Prime tier (\$12,000/month). Year 1 AACV = \$144,000.
Partner commission = \$28,800.

Becoming a Premier Partner

Premier status is earned, not assumed. To qualify, a partner must satisfy all three of the following requirements:

1. **Closed Deals.** The partner must have closed a minimum of five deals as a Registered Partner, each resulting in a paid GovComply subscription.
2. **Certification Training.** The partner must complete the GovComply Partner Certification program. Certification covers product positioning, compliance use cases, objection



handling, pricing, and the defined boundaries of what GovComply does and does not do. Certification details and scheduling are published separately by GCG.

3. **Mock Sales Process.** The partner must pass a mock sales cycle conducted with the GCG team. The mock covers the full process from prospect qualification through proposal presentation. GCG evaluates the partner on product accuracy, positioning, and ability to handle prospect questions without GCG support. GCG's determination on certification is final.

Maintaining Premier Status

Premier Partners retain their classification by closing at least two GovComply deals per calendar year. A Premier Partner who does not meet the annual activity threshold reverts to Registered Partner status. Re-qualification follows the standard path.

GovComply sales cycles are typically short. The product saves customers money from day one, so prolonged indecision is rare. Two deals per year is an achievable bar for any partner actively working their book.

Exceptions and Discretionary Qualification

GCG reserves the right to waive or modify qualification requirements at its discretion. A partner with deep domain expertise, a strong existing relationship with a prospect, or other circumstances that reasonably demonstrate sales readiness may be considered for Premier status outside the standard path. Any discretionary qualification is documented in writing and communicated to the partner before they engage in a Premier capacity. This exception is applied selectively and does not create a precedent for future waivers.

GovComply Subscription Tiers

Current published pricing for reference when positioning GovComply with prospects.

Tier	Monthly Price	Contract Limit
Foundation	\$8,000 / month	Up to 5 active contracts
Growth	\$10,00 / month	Up to 15 active contracts
Prime	\$12,000 / month	Up to 25 active contracts

All tiers are three year terms, billed annually. AACV is calculated based on the signed annual commitment. Contact GCG for enterprise pricing on complex or multi-entity accounts.



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Referral Protection

When GCG accepts a referral, that prospect is protected for 180 days from the acceptance date. During that window, GCG will not pursue the referred prospect through any other channel without your involvement, and any closed deal will credit your commission.

If a sales cycle is still active at 180 days and the partner remains engaged, GCG can extend protection for an additional 90 days on request. Engagement means actively participating: attending calls, facilitating introductions, or otherwise contributing to the process. A partner who has gone quiet has no basis for an extension.

GCG will track all accepted referrals and notify the referring partner when protection is approaching expiration.

Registering a Referral

To register a referral and establish protection, partners submit a Referral Registration Form online at govcomply.ai/partners. The form captures:

- Partner name and contact information
- Prospect company name, primary contact, and title
- Brief description of the prospect's situation and why GovComply is relevant
- Partner classification (Registered or Premier) and expected close timeline

GCG will confirm receipt within two business days and notify the partner whether the referral is accepted. If the prospect is already in an active GCG sales process, no referral credit applies.

Partners do not need to execute a separate agreement before submitting a referral. Submission of the Referral Registration Form constitutes written acceptance of this Program Guide and governs the referral.

What GCG Provides to Partners

All registered partners, regardless of classification, have access to the following:

Resource	Description
Sales materials	One-pagers, capability briefs, and objection-handling guides tailored for defense manufacturer audiences
Demo access	Guided product demonstrations scheduled through GCG, with a GCG product specialist present

Co-branded collateral	Leave-behind materials and email templates that can carry partner branding alongside GovComply
Deal support	GCG staff available for joint calls, questions, and prospect-facing communication on active registered referrals
Partner portal	Access to a partner section of govcomply.ai for materials, referral tracking, and program updates

Partner Obligations

Participation in the program carries a few straightforward obligations:

- Represent GovComply accurately. Do not make product claims that go beyond current published capabilities.
- Protect customer confidentiality. Information shared about prospects during a sales process is confidential to that engagement.
- Stay engaged on active referrals. Referral protection requires active participation. A referral that goes dark is subject to expiration.
- Disclose conflicts. If you have a competing relationship or product arrangement that could conflict with a GovComply referral, disclose it to GCG before submitting the referral.

Program Terms

Term	Details
Registered Partner compensation	15% of Year 1 AACV, paid within 30 days of GCG collecting first customer payment
Premier Partner compensation	20% of Year 1 AACV, paid within 30 days of GCG collecting first customer payment
Compensation basis	Year 1 AACV only. No recurring commission in subsequent years.
Contract holder	GCG always holds the customer Subscription Agreement. Partners do not resell.
Referral protection window	180 days from GCG acceptance, extendable 90 days with active engagement.
Premier retention requirement	Minimum two closed deals per calendar year. Failure to meet threshold reverts partner to Registered status.
Agreement	Submission of a Referral Registration Form constitutes written agreement to this Program Guide.



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Governing law	State of Ohio. Disputes resolved by binding arbitration in Columbus, Ohio.
Program changes	GCG reserves the right to modify program terms with 60 days notice to active partners.
Program termination	Either party may exit the program at any time. Commissions for accepted referrals already in progress are honored under terms in effect at registration.

Getting Started

Ready to refer a prospect or learn more? Three ways to engage:

- Register a referral at govcomply.ai/partners
- Request partner materials or a demo at partners@govcomply.ai
- Contact GCG directly to discuss a specific prospect or account

We keep this program simple on purpose. No annual fees, no revenue thresholds to enter. You know the customers. We built the product. Let's put them together.

Garrison Compliance Group LLC

govcomply.ai | partners@govcomply.ai

Veteran Owned Business | Ohio LLC