

UTP BDM SALES GUIDE 2024





USEFUL CONTACTS

Sales - **0330 999 300**

Support - **0330 999 900**

Opening times

- 8am - 8pm Monday - Friday
- 9am - 6pm Saturday
- 10am - 4pm Sunday

Jaime Lowe (Sales Director) - **07795 090 989**

Jason Tyers (National Sales Manager) - **07833 444 104**

Tony Quick (National Sales Manager) - **07730 358 374**

Rachel Scott (National Affiliate and Partnership Manager) - **07876 805 024**

Pre-Sales - **01424 456 349**

After-Sales - **0330 999 300**



RATES SHEET

Unapproved transactions - 5%
Refunds - 0.30p

UTP PACKAGE	DOMESTIC						INTRA-REGIONAL / INTERNATIONAL						ALL REGIONS		CNP Levy	Premium CNP Levy	Auth Fee (£)	FP Premium Requirements (£)	ATV REQUIREMENTS
	Consumer Debit (%)	Consumer Credit (%)	Premium Consumer Credit (%)	Visa + MC Commercial Credit (%)	Mastercard Commercial Debit (%)	Visa Business Debit (%)	Consumer Debit (%)	Consumer Credit (%)	Premium Consumer Credit (%)	Visa + MC Commercial Credit (%)	Mastercard Commercial Debit (%)	Visa Business Debit (%)	VPAY	JCB					
Manager approved packages																			
1xND2E Car package	0.23	0.50	1.70	1.70	1.70	0.97	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	1,020,000	Managers approval
1x1007F	0.25	0.56	1.80	1.80	1.80	0.78	1.80	1.80	2.05	2.05	2.05	2.05	1.80	2.05	0.20	0.50	0.03	730,000	Managers approval
1xND2C	0.25	0.62	1.85	1.85	1.85	0.97	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	610,000	Managers approval
1xND2	0.25	0.77	1.85	1.85	1.85	0.97	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	520,000	Managers approval
2x1011	0.26	0.66	1.85	1.85	1.85	0.91	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.40	0.03	550,000	Managers approval
5x432	0.26	0.82	1.85	1.85	1.85	1.17	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	450,000	Managers approval
1xND3E	0.27	0.56	1.80	1.80	1.80	0.82	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	590,000	Managers approval
1xND4C	0.27	0.77	1.85	1.85	1.85	0.99	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	450,000	Managers approval
1xND4D	0.27	0.82	1.85	1.85	1.85	0.99	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.80	0.03	440,000	Managers approval
1x1013	0.28	0.56	1.85	1.85	1.85	0.92	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	520,000	Managers approval
5x624/UTPS5	0.28	0.81	1.80	1.80	1.80	1.20	1.80	1.80	2.05	2.05	2.05	2.05	1.80	2.05	0.20	0.60	0.03	420,000	Managers approval
1x437	0.29	1.07	1.85	1.85	1.85	0.99	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	330,000	Managers approval
1x1008B	0.30	0.56	1.80	1.80	1.80	0.89	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	460,000	Managers approval
1x1017	0.30	0.75	1.85	1.85	1.85	0.94	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	390,000	Managers approval
1xNL1B	0.35	0.75	1.80	1.80	1.80	1.09	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.04	240,000	£10 - £15
1xNL2B	0.35	0.75	1.80	1.80	1.80	1.09	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.05	230,000	£0 - £10
Generates £100 uplift in commission																			
Simple tariff 1	0.60	0.60	1.80	1.80	1.80	1.80	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	-	£150k + throughput
Simple tariff 2	0.80	0.80	1.80	1.80	1.80	1.80	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	-	£100 - £150k + throughput
Simple tariff 3	1.00	1.00	1.80	1.80	1.80	1.80	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	-	£50k - £100k + throughput
Simple tariff 4	1.20	1.20	1.80	1.80	1.80	1.80	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	-	£0 - £50k + throughput
Generates £50 uplift in commission																			
1x445C	0.32	0.62	1.85	1.85	1.85	1.09	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	380,000	£25+
1x446A	0.32	0.82	1.85	1.85	1.85	1.09	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	330,000	£25+
1x221	0.34 + 0.01p	1.06	1.85	1.85	1.85	1.21 + 0.01p	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	270,000	£25+
1x419F	0.36 + 0.01p	0.66	1.85	1.85	1.85	1.13 + 0.01p	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.50	0.03	310,000	£15+
1x450F	0.36 + 0.01p	0.89	1.85	1.85	1.85	1.13 + 0.01p	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.50	0.03	270,000	£15+
2x1022	0.37	0.91	1.95	1.95	1.95	1.05	1.95	1.95	2.20	2.20	2.20	2.20	1.95	2.20	0.20	0.40	0.03	250,000	£15+
DJ1	0.39	0.69	1.95	1.95	1.95	0.95	1.95	1.95	2.25	2.25	2.25	2.25	1.95	2.25	0.20	0.60	0.03	260,000	£15+
1x1008D	0.40	0.56	1.80	1.80	1.80	0.89	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	290,000	£15+
1xNL1G	0.40	0.80	1.80	1.80	1.80	0.89	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	250,000	£15+
1xND12C	0.43	0.61	1.80	1.80	1.80	1.25	1.80	1.80	2.05	2.05	2.05	2.05	1.80	2.05	0.20	0.60	0.03	250,000	£15+
1-415	0.45 + 0.01p	0.81	1.95	1.95	1.95 + 0.01p	1.32 + 0.01p	1.95	1.95	2.20	2.20	2.20 + 0.01p	2.20 + 0.01p	1.95	2.20	0.20	0.60	0.03	200,000	£15+
1-NFD2	0.45	0.97	2.05	2.05	2.05	1.17	2.05	2.05	2.30	2.30	2.30	2.30	2.05	2.30	0.20	0.60	0.03	190,000	£15+
2xND13	0.46	0.82	1.95	1.95	1.95	1.23	1.95	1.95	2.20	2.20	2.20	2.20	1.95	2.20	0.20	0.40	0.03	190,000	£15+
2xNFD3	0.47	0.76	2.05	2.05	2.05	1.12	2.05	2.05	2.30	2.30	2.30	2.30	2.05	2.30	0.20	0.40	0.03	190,000	£15+
1xNL1D	0.50	1.00	1.80	1.80	1.80	1.09	1.80	1.80	2.10	2.10	2.10	2.10	1.80	2.10	0.20	0.60	0.03	180,000	£15+
1-NFD6	0.53	0.91	1.95	1.95	1.95	1.85	1.95	1.95	2.20	2.20	2.20	2.20	1.95	2.20	0.20	0.60	0.03	180,000	£15+
1-868	0.53	1.01	1.85	1.85	1.85	1.15	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	180,000	£15+
1-ND15	0.58	1.01	1.85	1.85	1.85	1.20	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	140,000	£15+
1-ND16	0.63	0.91	1.85	1.85	1.85	2.45	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	120,000	£15+
2xNFD13	0.66	1.02	2.15	2.15	2.15	1.43	2.15	2.15	2.40	2.40	2.40	2.40	2.15	2.40	0.20	0.40	0.03	120,000	£15+
NxCosmo	0.31	0.63	1.81	1.81	1.81	1.23 + 0.01p	1.81	1.81	2.06	2.06	2.06	2.06	1.81	2.06	0.20	0.60	0.03	410,000	£25+
1xND3B	0.31	0.56	1.85	1.85	1.85	0.92	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	430,000	£25+
1x445	0.32	0.77	1.85	1.85	1.85	1.09	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	350,000	£25+
1xND6C	0.33	0.57	1.75	1.75	1.75	1.65	1.75	1.75	2.00	2.00	2.00	2.00	1.75	2.00	0.20	0.60	0.03	380,000	£25+
1xND7B	0.33	0.75	1.95	1.95	1.95	1.00	1.95	1.95	2.20	2.20	2.20	2.20	1.95	2.20	0.20	0.60	0.03	330,000	£25+
1xND7E	0.33	0.85	1.95	1.95	1.95	0.90	1.95	1.95	2.20	2.20	2.20	2.20	1.95	2.20	0.20	0.60	0.03	310,000	£25+
1x1007C	0.35	0.56	1.80	1.80	1.80	0.88	1.80	1.80	2.05	2.05	2.05	2.05	1.80	2.05	0.20	0.60	0.03	370,000	£15+
1x419C	0.36 + 0.01p	0.56	1.85	1.85	1.85	1.23 + 0.01p	1.85	1.85	2.10	2.10	2.10 + 0.01p	2.10 + 0.01p	1.85	2.10	0.20	0.60	0.03	330,000	£15+
1xND10	0.38	1.11	1.85	1.85	1.85	1.25	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	230,000	£15+
1xND12	0.43	0.76	1.80	1.80	1.80	1.25	1.80	1.80	2.05	2.05	2.05	2.05	1.80	2.05	0.20	0.60	0.03	250,000	£15+
1xND14A	0.53	0.86	1.85	1.85	1.85	1.15	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.60	0.03	180,000	£15+
2x870	0.58	0.91	2.05	2.05	2.05	1.45	2.05	2.05	2.30	2.30	2.30	2.30	2.05	2.30	0.20	0.40	0.03	130,000	£15+
2x843	0.48	0.91	1.85	1.85	1.85	2.45	1.85	1.85	2.10	2.10	2.10	2.10	1.85	2.10	0.20	0.40	0.03	180,000	£15+

REQUIRED ANNUAL CARD THROUGHPUT: OUTPUT

Simple tariff 1	-
Simple tariff 2	-
Simple tariff 3	-
Simple tariff 4	-
1-ND16	120,000
2xNFD13	120,000
2x870	130,000
1-ND15	140,000
1-868	180,000
1-NFD6	180,000
1xND14A	180,000
1xNL1D	180,000
2x843	180,000
1-NFD2	190,000
2xND13	190,000
2xNFD3	190,000
1-415	200,000
1xND10	230,000
1xNL2B	230,000
1xNL1B	240,000
1xND12	250,000
1xND12C	250,000
1xNL1G	250,000
2x1022	250,000
DJ1	260,000
1x221	270,000

1x450F	270,000
1x1008D	290,000
1x419F	310,000
1xND7E	310,000
1x419C	330,000
1x437	330,000
1x446A	330,000
1xND7B	330,000
1x445	350,000
1x1007C	370,000
1x445C	380,000
1xND6C	380,000
1x1017	390,000
NxCosmo	410,000
5x624/UTPS5	420,000
1xND3B	430,000
1xND4D	440,000
1xND4C	450,000
5x432	450,000
1x1008B	460,000
1x1013	520,000
1xND2	520,000
2x1011	550,000
1xND3E	590,000
1xND2C	610,000
1x1007F	730,000
1xND2E CAR PACKAGE	1,020,000





COMMISSIONS

Once the 1p test has been done on the card machine it will show up as an active account on our CRM system.

- Once the account is classified as active you will then receive your commission payment.
- If the invoice is approved before 4pm you will receive your payment/s same day.
- Please do not send in photos of the receipt this is not needed.



COMMISSIONS

OPTION 1

Earn **£200** commission when selling terminals at their associated monthly rental charge.

(Additional **£10** commission for every **£1** of additional terminal rental up to a maximum of **£32**).

£25 Mobile: UTP Pro
£20 Mobile: Move 3500, Move 5000, UTP Pro Lite, UTP Max
£20 Portable: Move 3500 BT/W
£15 Fixed: Desk 3500

OPTION 2

Earn **£100** commission when selling terminals at their associated monthly rental charge.

£13 Mobile: Move 3500, UTP Pro Lite, UTP Max
£13 Portable: Move 3500 BT/W
£13 Fixed: Desk 3500

ADDITIONAL BONUS COMMISSION

£50 Eligible MCC Code
£50 Eligible Rate Package
£100 Simple Rate Package (NO MMSC)

- All calculated on a per terminal basis.**
- All 'Simple Rate Packages' include Premium Faster Processing as standard.**
- All contract duration will be 18 months as standard.**
- Should you need anything outside the above please talk to your manager, deviation from the pricing guidelines published will result in a £25 deduction in commission per terminal.
- Telesales appointed sales commission is reduced by 20% per terminal, there is no change to ALP bandings or thresholds.





AGENT LOYALTY PROGRAM (ALP)

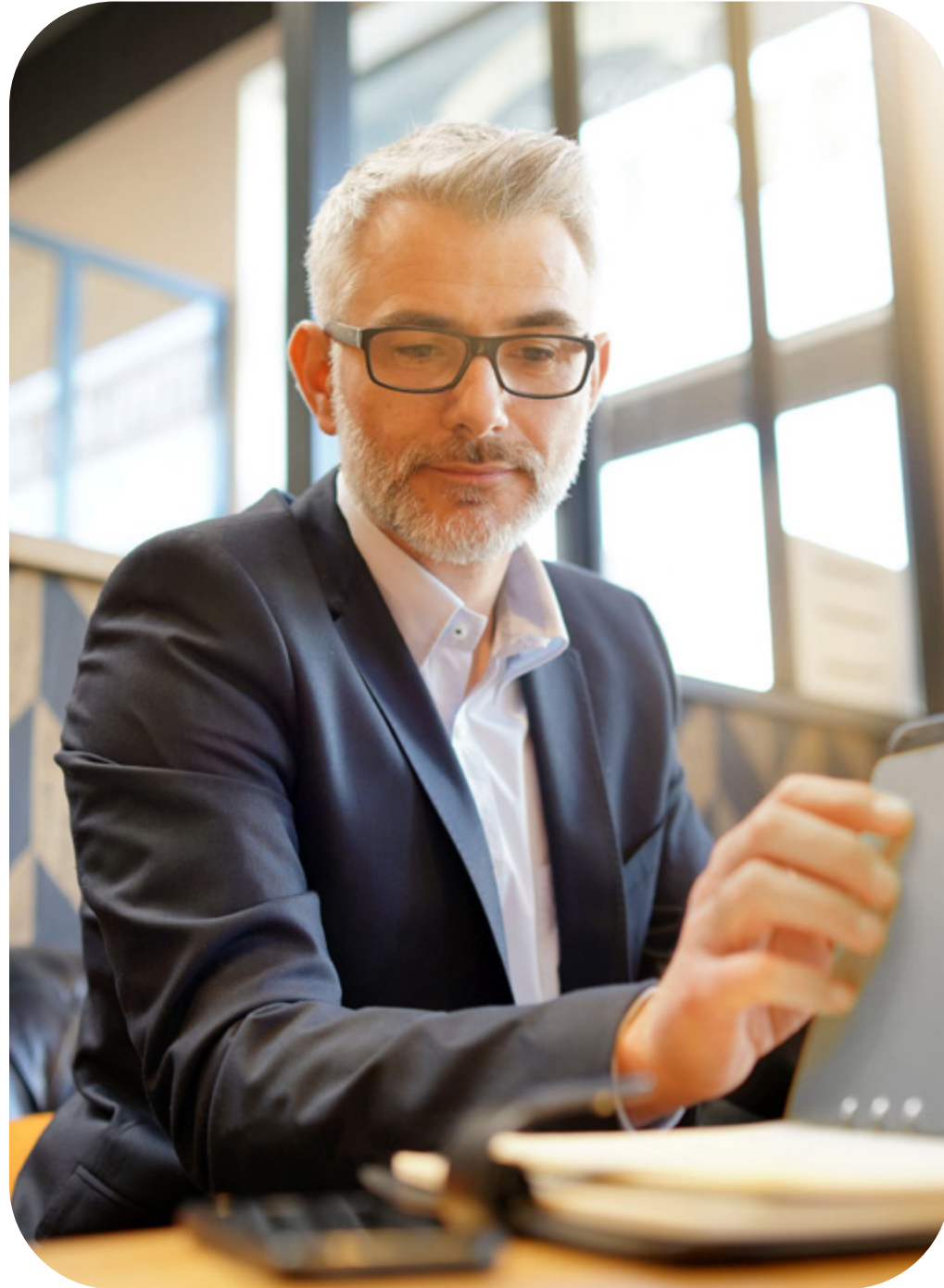
UTP appreciates the work that is put in by the Agents and Affiliates working with us and would like to reward their loyalty accordingly. Below is a table that offers percentage share when certain thresholds are achieved. As with all our plans this is based wholly on live sales.

Once the stated thresholds have been achieved MSC is paid on all active accounts within your portfolio.

Payment is one month in arrears. So, 10 terminals in February will generate a payment (at the latest) last working day of March.

Number of points per month	Bonus payable per month
5 Terminals	10% of MSC income
10 Terminals	17.5% of MSC income
15 Terminals	25% of MSC income
20 Terminals	35% of MSC income





RENEWALS

When an account has one month remaining, an agent or affiliate is permitted to resign the account on the same terms as an 18-month agreement. If an account has not been resigned and enters a rolling stage, UTP Group reserves the right to resign the account.

For any changes in the terms of this agreement, authorisation would be required by your respective manager.





ECOMMERCE

eCommerce pricing

In order to offer the best packages for our customers and to enable yourselves to earn higher commission offer two packages for ecommerce:

PACKAGE 1

No monthly fee and
10p auth and rolling
one-month contract
(£50 commission)

Joining fee can be
from £25 up to £150

PACKAGE 2

£20 per month with
3p auth and 12 month
rolling contract
(£150 commission)

Joining fee can be
from £25 up to £150





VIRTUAL TERMINAL

Virtual Terminal (VT) pricing

All transactions via virtual terminal will be Card Not Present (CNP) which means that you cannot use it to do a face-to-face transactions.

Please see Credit and Debit Card price list for prices above in rates section:

- No monthly charge (other than the standard £20 MMSC applicable to a merchant account);
 - Authorisation charge of 3p per transaction
 - Joining fee can be from £25 up to £150

COMMISSION: Self-generated leads on VT's are paid at £50 per VT.

***VT and ECOM applications require full merchant agreements to be filled in.**





CASH ADVANCE

Loans over £20000 will be looked at on a case-by-case basis.

Clients must have been transacting with UTP for a period of one month before an application for cash advance can be considered.

Commission is payable one month in arrears from client being funded.

This is a referral program only, please email Jaime Lowe the following details:

- Merchant name
- Contact information
- Turnover (per annum)
- Requested amount

jaime.lowe@utpgroup.co.uk

Loan amount	Commission
£3000	£150.00
£4000	£175.00
£5000	£200.00
£6000	£225.00
£7000	£250.00
£8000	£275.00
£9000	£300.00
£10000	£325.00
£11000	£350.00
£12000	£375.00
£13000	£400.00
£14000	£425.00
£15000	£450.00
£16000	£475.00
£17000	£500.00
£18000	£525.00
£19000	£550.00
£20000	£575.00

Commission will be based on loan amounts to the closest £500.





SHOULD YOU NEED HELP WITH ANY OF THE FOLLOWING TOPICS

- Paperwork questions
- Application - prior to sending
- Pricing assistance
- Quotations
- Statement analysis
- Rates queries

Contact us directly

Pre-Sales Department

01424 456 349

presales@utpgroup.co.uk

