

UTP AFFILIATE 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

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

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

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

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

Pre-Sales - **01424 456 349**

After-Sales - **0330 999 300**



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.
- It is not necessary to send in photos of the receipt.



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.

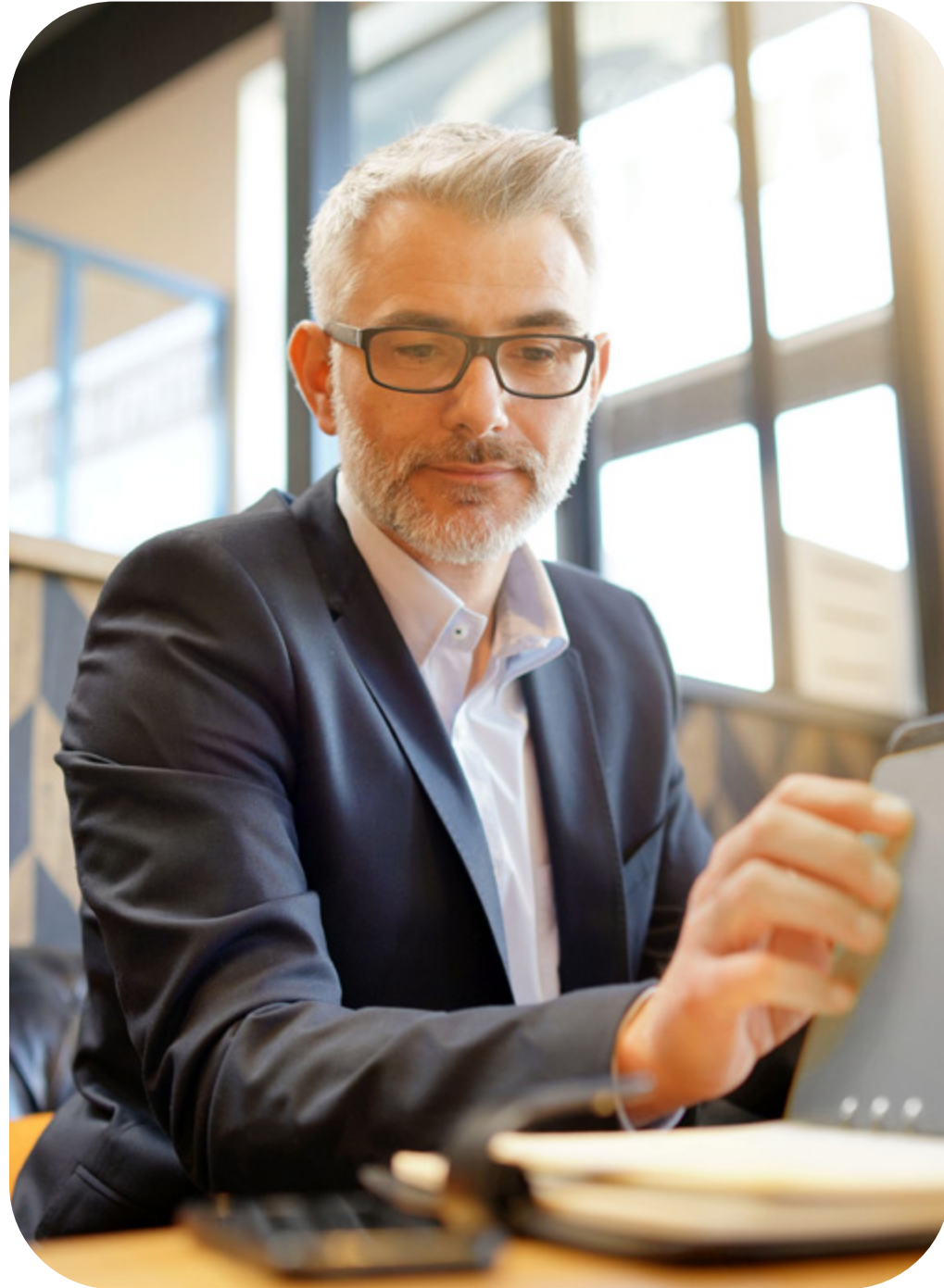
£13 Mobile: Move 3500, UTP Pro Lite, UTP Max
£13 Portable: Move 3500 BT/W
£13 Fixed: Desk 3500

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.





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

