

REFERRAL SHEET

One introduction clears your client's European DPA

Refer software consultancies and staffing firms whose European deals are stalled on data protection paper. SolerWorks supplies the in-country contracting entity and processor. Your client keeps the contract and leads delivery.

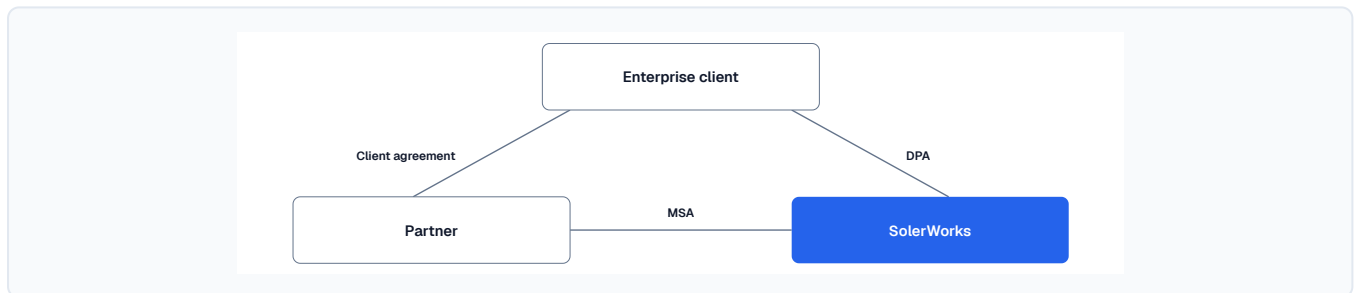
WHEN TO REFER

- Enterprise procurement blocks a deal because the US holding entity cannot sign an EU-compliant DPA
- A vendor security questionnaire stalls over cross-border data transfer mechanisms from Brazil
- An agency faces a 4–6 month foreign incorporation delay to service a single European contract
- Enterprise counsel rejects offshore contractor arrangements lacking an in-country processor entity

WHAT YOUR CLIENT GETS

- Turnkey enterprise DPA clearance.** Direct Art. 28 compliance without delaying sales cycles
- Retained commercial ownership.** The prime contractor keeps 100% of client billing and the delivery relationship
- Zero overhead expansion.** Avoids \$30k+ in incorporation retainers and permanent foreign tax registrations

THE STRUCTURE IN ONE PICTURE



HOW A REFERRAL WORKS

- Warm introduction**
Connect agency leadership to partners@solerworks.com.
- Deal qualification**
SolerWorks runs a 30-minute scoping call to review DPA requirements and pod sizing.
- Execution and payout**
Referral agreement executed. Monthly commission distributions begin upon first fee receipt.

REFERRAL TERMS

TERM	DETAIL
Referral fee	1.5% of net client revenue generated by the referred partner pod
Duration	12 months from first live commercial billing
Payment	Monthly, within 10 business days of SolerWorks fee settlement
Attribution	12-month deal registration window from introduction date
Agreement	SolerWorks Standard Institutional Referral Agreement

Make an introduction

One email with the agency, the European client and the blocker. We take it from there.

partners@solerworks.com