



ACCUSIGHTS EMPOWER PARTNER PROGRAM

Partner Program Guide

How to earn on every client you bring, for the life of the client. The tiers, the rate card, tagging, payouts and the rules, in one place.

Client wins. Partner wins. AccuSights wins.

VERSION
2026.10

EFFECTIVE
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ENROLL
accusights.com/empower

For MSPs, MSSPs, CPAs and accounting firms, law firms, insurance brokers, fractional CFOs, auditors, compliance consultants and vCISO practices. This Guide is part of, and governed by, the Empower Partner Agreement v2026.10 and Schedule 1. Security Through Compliance.

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How to use this guide

It is the plain-language companion to the contract. The Empower Partner Agreement v2026.10 and Schedule 1 (Tier and Commission Schedule) govern; if anything here conflicts with them, they control. Both are at accusights.com/legal.

Start with pages 5 to 9 if you want the money: tiers, the rate card, how a client is tagged to you and how the rate behaves over the life of that client.

Pages 10 to 12 are the mechanics: sign-up, links, deal registration, payouts. **Pages 13 to 16** are the rules that keep you, your client and AccuSights on the right side of the FTC and your professional body.

Changes. We give 30 days' written notice through the Portal and by email. A rate-card reduction never touches a client you have already tagged: that client keeps the rate card in force on the day it was tagged, for life.

The one rule. Whoever brings the client is tagged to that client and is paid on everything that client ever buys from AccuSights, Inc. or AccuSights LLC.

The client wins

One platform for assessment, readiness and continuous compliance, with optional 24x7 monitoring and vCISO advisory, introduced by someone they trust, at published pricing. No partner markup.

The partner wins

A compliance and security revenue line without new headcount. We carry the platform, analysts and delivery. You are paid on everything the client buys, for as long as they remain a client.

AccuSights wins

We reach clients through the people they already believe, spend less on cold acquisition and pass that saving to you. No other compliance platform we know of publishes a lifetime commission.

1 • THE VISION AND THE THREE-WAY WIN

Compliance into Security, through the advisors clients already trust.

AccuSights was founded to change how organizations approach regulatory compliance and cybersecurity risk. Our AI-enabled platform automates assessments, provides continuous monitoring and aligns compliance work with real security improvement for organizations that must meet CMMC 2.0, NIST 800-171, HIPAA, SOC 2, ISO 27001, PCI DSS, GDPR, NIS2 and financial-sector rules.

Most of those organizations already have a trusted advisor: the MSP that runs their network, the CPA who closes their books, the attorney who reviews their contracts, the broker who places their cyber policy, the fractional CFO who owns their budget, the auditor who signs their report. When the compliance question comes up, and it always does, that advisor is the first call. **The Empower Partner Program exists so that call has a good answer, and so everyone benefits from it.**

How the economics are built, and why

1

A referral is worth the most in the year it happens.

Your trust opens the door, and the first year is when the introduction does its work: the client evaluates, buys, onboards and expands. So a Referrer is paid most in Client Year 1, **15%** of everything the client pays, then keeps a share for life: **7.5%** in Year 2 and **3.75%** from Year 3, with no expiry and no further reduction. You do nothing more and you are still paid.

2

Partners who do the ongoing work keep the full rate, every year.

An MSP Partner that co-manages, bundles, bills at wholesale or white-labels an account is earning it every month. A Platform Partner delivering inside our platform is doing the delivery itself. That work does not decline in year two, so the rate does not either: **30 to 40%** flat for MSP Partners on accounts they manage, **40 to 50%** flat for Platform Partners on work they deliver.

REFERRED-ONLY VS MANAGED: THE LINE THAT DECIDES YOUR RATE



Put together: the partner who introduces earns most when the introduction matters most and keeps a share for life; the partner who manages or delivers keeps the full rate for as long as they manage or deliver. The client pays the same published price either way.

2 · WHO THE PROGRAM IS FOR

If clients already trust you with their books, their network, their contracts or their risk, you fit.

Nine kinds of firm join Empower. Start at Tier 1 in five minutes and move up when it makes sense; your tags come with you.

TIER 1 → TIER 2

MSP / MSSP

Your clients already ask you about CMMC and HIPAA. Answer with a platform you do not have to build, earn 30 to 40% on every client you manage, every year, and get a compliance view of every environment you run.

TIER 1 → TIER 2

IT consultant

Project work turns into a compliance conversation. Refer it and earn 15% then a share for life, or move to Tier 2 and bundle Comply and Protect under your own brand.

TIER 1 · CLIENT CREDIT

CPA or accounting firm

Your clients ask what compliance will cost. Give them an answer, earn 15% for the first year and a share for life. For attest clients, pass the fee to the client as an invoice credit. We will never sell them accounting.

TIER 1 · CLIENT CREDIT

Law firm

Your clients' regulatory exposure is your matter; their remediation is ours. Referral revenue on the engagement, none of the technical liability, with the Rule 1.8 disclosure letter ready in the Portal.

TIER 1

Insurance broker

Every declined, surcharged or questionnaire-failed cyber policy is a referral. Help the client get insurable and earn for as long as they remain a client.

TIER 1

Fractional CFO

You own the budget line for compliance. Route it somewhere that pays you for the introduction and gives your client continuous visibility into their posture.

TIER 3

Auditor

Bring the client and do readiness work inside our platform with AI and templates behind you. Keep 40 to 50% of every engagement you deliver, plus a declining share of everything else they buy. Independence rules still apply.

TIER 3

Compliance consultant

Deliver Assess and Comply engagements and Continuous Compliance subscriptions in-platform under your brand or co-brand. Flat 40 to 50%, every engagement, every year you deliver it.

TIER 3 (OR TIER 2)

vCISO practice

Run assessments and readiness in-platform for advisory clients at 40 to 50%. Hand SOC monitoring to AccuSights LLC and earn 30% on it in Client Year 1, then 15%, then 7.5% for life.

Not sure which tier? Tier 1 needs nothing beyond the Agreement and pays on every client you introduce. Tier 2 is for firms that want to manage, bundle or white-label. Tier 3 is for firms that do the compliance work themselves. Each client is simply Referred-Only or Managed, so a Tier 2 or 3 partner can use every model, client by client.

3 · TIER OVERVIEW

Three tiers. One rule. Published rates.

TIER 1 · SHARE AND EARN

Empower Referrer

15%

Client Year 1, then 7.5% in Year 2 and 3.75% from Year 3, for life

- Share your link or register a referral. We sell, deliver and manage.
- Unique link, QR and marketing kit in under 5 minutes
- No minimums, no quotas, no exclusivity, no Levels
- Clickwrap signature; no requirements beyond the Agreement

Ideal for: anyone with client trust

TIER 2 · CO-SELL, BUNDLE OR WHITE-LABEL

Empower MSP Partner

30–40%

on every client you manage, every year (Core 30 · Select 35 · Elite 40)

- Referred-Only clients: 30/35/40% in Year 1, half in Year 2, a quarter from Year 3
- 10% on AccuSights-sourced accounts you are assigned to manage
- Deal registration, 10% renewal incumbency, 3% MDF
- Named partner manager, 2-hour certification, quarterly check-in

Ideal for: MSPs building a compliance practice

TIER 3 · DELIVER INSIDE THE PLATFORM

Empower Platform Partner

40–50%

on every engagement and subscription you deliver (Core 40 · Select 45 · Elite 50)

- Protect or vCISO you refer: 30% → 15% → 7.5%; anything else you refer but do not deliver: 20% → 10% → 5%
- AccuSights provides platform, AI, templates, QA and optional backend delivery
- Named practice lead, 1-day certification, one case study a year, QA on first two engagements

Ideal for: firms that do the work

	TIER 1 · REFERRER	TIER 2 · MSP PARTNER	TIER 3 · PLATFORM PARTNER
What you do	Share your link or register a referral	Bring clients and manage the account: co-manage, bundle, wholesale or white-label	Bring clients and deliver Assess / Comply engagements and Continuous Compliance in-platform
On what, for how long	Everything the client buys from AccuSights, Inc. or AccuSights LLC, for the lifetime of the client		
Requirements	None beyond the Agreement	Named partner manager; 2-hour certification; quarterly check-in	Named practice lead; 1-day certification; one case study a year; QA on first two engagements
Levels	None, one schedule for everyone	Core → Select → Elite	Core → Select → Elite
Deal registration	Not needed	120 days + 60; 2-business-day approval; 10% incumbency	Same
MDF	—	3% accrual, posted quarterly	3% accrual, posted quarterly
Signature	Clickwrap	In-site e-signature, countersigned within about 2 business days	In-site e-signature, countersigned within about 2 business days

Tier placement and Level decisions are AccuSights decisions, but the criteria on page 9 and in Schedule 1 are the criteria we use. Levels are reviewed every January and whenever you ask in the Portal; a promotion takes effect the next month, a demotion only after 90 days' written notice and a chance to cure.

4 · RATE CARD · SCHEDULE 1, SECTION 1

Every rate is a percentage of Gross Revenue Collected, for the lifetime of the client.

Gross Revenue Collected is cash actually collected from your tagged client by AccuSights, Inc. or AccuSights LLC for any AccuSights service (Assess, Comply, CMMC Accelerator, AI Governance, Secure Office, Protect, vCISO, professional services, platform subscriptions), net only of taxes, refunds and chargebacks, and third-party pass-through re-billed at cost. AccuSights, Inc. pays every commission.

	TIER 1 · EMPOWER REFERRER	TIER 2 · EMPOWER MSP PARTNER	TIER 3 · EMPOWER PLATFORM PARTNER
Referred-Only Clients you introduced; AccuSights sells, delivers and manages	15% Client Year 1 · 7.5% Year 2 · 3.75% Year 3 and every year after (floor, for life)	30 / 35 / 40% (Core / Select / Elite) Year 1 · half that rate Year 2 · one quarter from Year 3 (floor, for life)	Protect and vCISO you referred: 30% → 15% → 7.5% floor. Any other purchase you referred but do not deliver: 20% → 10% → 5% floor
Managed Clients you do the ongoing work	n/a	30 / 35 / 40% (Core / Select / Elite), flat every year for as long as you actively manage the account	40 / 45 / 50% (Core / Select / Elite), flat, on every Assess / Comply engagement and Continuous Compliance subscription you deliver in-platform, for as long as you deliver it
AccuSights-sourced accounts you are assigned to manage	n/a	10% while you remain the assigned manager (not a Tagged Client; does not count toward Levels)	By Tier Addendum
White-label wholesale price	n/a	List less your Level rate (30 / 35 / 40%). No separate commission; the discount is your margin	By Tier Addendum

Referred-Only step-down, by Client Year

	CLIENT YEAR 1	CLIENT YEAR 2	YEAR 3 AND AFTER (FLOOR)
Tier 1 Referrer, all clients	15%	7.5%	3.75%
Tier 2 MSP Partner, Core / Select / Elite	30% / 35% / 40%	15% / 17.5% / 20%	7.5% / 8.75% / 10%
Tier 3 Platform Partner, Protect or vCISO you refer	30%	15%	7.5%
Tier 3 Platform Partner, anything else you refer but do not deliver	20%	10%	5%

Tier 1 has no Levels and no volume accelerators; a Tier 1 rate depends only on the client's Client Year. Deal registration, MDF, requirements and signature by tier are on page 5. Rate reductions apply only to clients tagged after a change takes effect; clients already tagged keep their rate card for the life of the tag.

5 · HOW LIFETIME TAGGING WORKS

One client, one tag, every dollar they ever pay.

FIVE ON-RAMPS · ANY ONE OF THEM CREATES THE TAG

Unique Link

Signs up or buys within 180 days of their last click

Referral registration

Name, company, email, phone in the Portal before first contact

Client names you

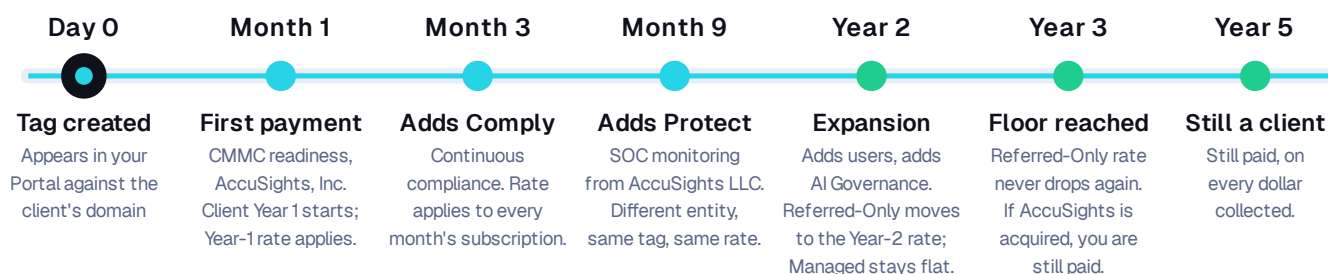
"How did you hear about us?", or email before first purchase

Confirmed intro

You introduce or join the first meeting; we confirm in the Portal

Deal registration

Tier 2 and 3 only. An approved registration also creates the tag



What the tag survives

Tier and Level changes · a switch between Referred-Only and Managed · new services · expansion · renewals you had nothing to do with · a move from Inc. services to LLC services · AccuSights' own change of control · and, for Tier 1, you going quiet for a year. There is no activity requirement to keep a Tier 1 tag.

Conflicts: first valid registration wins

If two partners claim the same client, the earlier Portal timestamp controls. We tell both partners our decision within **5 business days** and may ask the client to confirm who introduced them. You have **30 days** to dispute any tag decision in the Portal.

Who cannot be tagged

- Existing AccuSights customers, including those whose subscription lapsed in the last 24 months
- Prospects in our active pipeline with documented activity in the prior **90 days** (we tell you within 5 business days)
- Clients already tagged to another partner
- You, your affiliates, or entities you control
- Opportunities that came through a public RFP issued before your tagging event

The only four ways a tag ends

1

The client asks us in writing to disassociate from you. We tell you, and we never solicit that request.

2

You are terminated for cause, or we find fraud, self-referral, side letters or illegitimate orders.

3

You actively move the client to a competitor for the services they buy from us.

4

The client pays us nothing for **24 consecutive months**. If they come back later, anyone can tag them fresh.

Your book is protected. A rate-card reduction never touches a client you have already tagged. Leaving the Program for convenience does not end your tags. If AccuSights is acquired, your tags bind the buyer or are bought out at 3x (Tier 1) or 6x (Tier 2 and 3) your last monthly statement (page 16). And we will never solicit a client to disassociate from you.

6 · CLIENT YEARS AND THE OFF-RAMP

Referred-Only steps down to a floor. Managed stays flat.



Illustrative: the same five clients paying \$800 per month each (\$4,000 Gross Revenue Collected), per month, by tier. Bars share one scale.

How the clock works

- **Client Year 1** starts the day the client first pays AccuSights; Year 2 on the first anniversary. Adding services or seats, renewing or switching status never resets it.
- The step-down happens on **that client's anniversary**, not on a calendar date or your enrollment date.
- **Year 3 is the floor, permanently.** No Year-4 step, no expiry, no activity requirement.
- An **annual prepayment** is commissioned at the rate for the Client Year in which it is collected.

Switching between Referred-Only and Managed

- Mark a client **Managed** in the Portal when you take over the account; the flat rate applies from that month forward.
- If you stop managing but the tag continues, the client returns to the Referred-Only schedule at its **current Client Year**: a Year-4 client lands on the floor, not back at Year 1. For Tier 3, the Managed rate covers what you deliver; referred schedules cover the rest.

Worked examples (Schedule 1, Section 5)

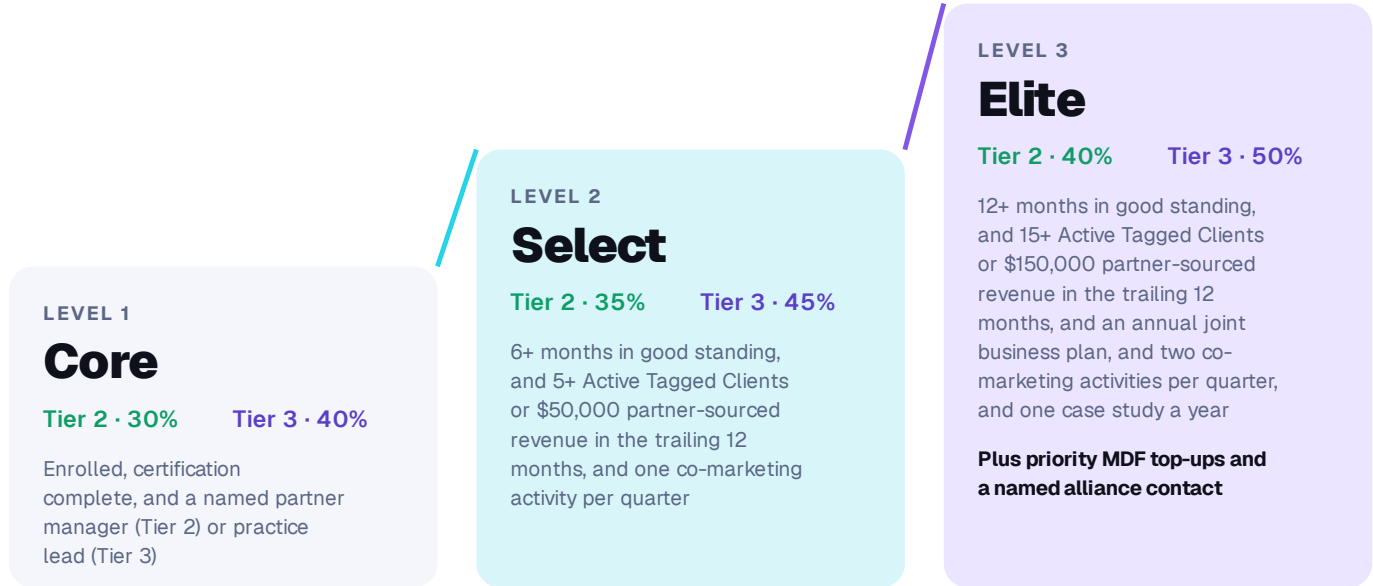
EXAMPLE	SETUP (PUBLISHED PRICES)	CLIENT YEAR 1	YEAR 2	YEAR 3 AND AFTER
A · CPA, Tier 1, refers Protect	25 users × \$35 Protect Advanced = \$875/mo, AccuSights LLC	\$131.25 /mo	\$65.63/mo	\$32.81/mo
B · CPA, Tier 1, refers CMMC readiness	\$6,000 CMMC L2 Gap Readiness, then \$500/mo Continuous Compliance	\$900 once, then \$75/mo	\$37.50/mo	\$18.75/mo
C · MSP, Tier 2 Core, manages Protect	Same \$875/mo account as a Managed Client	\$262.50 /mo	\$262.50/mo	\$262.50/mo
D · MSP, Tier 2 Core, refers only	A different \$875/mo Protect client, not managed	\$262.50 /mo	\$131.25/mo	\$65.63/mo
E · Auditor, Tier 3 Core, delivers	\$10,000 Financial GRC Tier 2 in-platform, then \$500/mo subscription delivered	\$4,000 once, then \$200/mo	\$200/mo	\$200/mo
G · AccuSights-sourced account	Tier 2 MSP assigned to manage an \$875/mo account we sourced	\$87.50 /mo	\$87.50/mo	\$87.50/mo
H · White-label, Tier 2 Core	Buys a \$500/mo subscription at \$350 wholesale (list less 30%)	\$150 /mo margin	\$150/mo	\$150/mo

A, B and D continue for life at the Year-3 rate; C, E, G and H continue for as long as you manage, deliver, are assigned or hold the account. At Select and Elite, C pays \$306.25 and \$350 per month and E pays \$4,500 and \$5,000. The \$500/month subscription is illustrative.

7 • LEVELS • TIER 2 AND TIER 3

Three Levels. Four criteria. Reviewed every January.

MANAGED-CLIENT RATE BY LEVEL • ALL CRITERIA MUST BE MET • TIER 1 HAS NO LEVELS



The four criteria

Tenure	Commitment	Marketing	Volume
Months in good standing since enrollment.	A named manager or practice lead at Core; a plan at Elite.	Webinar, newsletter feature, event, published case study, or a Share Kit campaign.	Active Tagged Clients, or partner-sourced Gross Revenue Collected in the trailing 12 months.
Select • 6 or more months	Select • Certification complete, named lead	Select • One activity per quarter	Select • 5+ clients or \$50,000
Elite • 12 or more months	Elite • Annual joint business plan	Elite • Two per quarter, plus one case study a year	Elite • 15+ clients or \$150,000

Annual review, fair demotion

We review Levels every January and whenever you ask in the Portal. A **promotion** takes effect the first day of the next month. A **demotion** takes effect only after **90 days' written notice** and a cure period: meet your current Level's criteria again within those 90 days and nothing changes.

What a Level change does, and does not do

It moves the rate line for your Managed Clients and sets the Year-1 rate for clients you tag afterwards. A Referred-Only Client already on its schedule keeps the Year-1 rate it started with. **No Level change ever removes a tag.** Clients under the Client Credit Option count toward Level criteria; AccuSights-sourced accounts do not.

Example F • A Level change, in practice (Schedule 1)

A Tier 2 Core MSP with two Managed Clients is promoted to Select in February after the January review. From February its Managed Clients pay **35%** instead of 30%. A Referred-Only Client it tagged the previous year at the Core rate stays on its 30 / 15 / 7.5% schedule; a Referred-Only Client first paying in March starts at 35% and steps to 17.5% and 8.75%. No tag is affected.

No fee, no minimums, no exclusivity, no annual commitment to start.

1 Go to accusights.com/empower

Choose "Get my link."

2 Tell us who you are

Name, email, company, website, the tier you want and the kind of firm you are, so we send the right kit.

3 Accept the Agreement

Tier 1 is a single checkbox. Tier 2 and 3 use in-site e-signature; we countersign, usually within 2 business days, and email the executed PDF.

4 Your link is live

Unique Link, QR code and UTM builder appear immediately. Your dashboard at portal.accusights.com is live.

5 Payout details, when you like

Add ACH details and a W-9 (or W-8) whenever you like. You need them on file before your first payout, not before your first referral.

YOUR UNIQUE LINK

accusights.com/r/yourcode

Also works as `?ref=yourcode` on any accusights.com page. Add UTM variants (`?utm_campaign=q4-newsletter`) to see which channels convert.

Use it in your website footer, email signature, newsletter, LinkedIn, a QBR slide in your deck, or a printed QR on a leave-behind.



Also in the Portal

A one-click LinkedIn share, an email template with the disclosure already in it, a co-branded "compliance readiness check" landing page you can send clients to, the marketing kit, and a UTM builder so you can see which channels convert.

Partner Portal · portal.accusights.com

Tier 1

312

CLICKS

21

SIGNUPS

9

QUOTES

5

CLOSED

\$4,000

CLIENT MRR

\$600

ACCRUED

\$550

PAID 15TH

\$50

ROLLS OVER

CLIENT	STATUS	YEAR	MODEL	ACCRUED
northfieldmfg.com	ACTIVE	Y1	Referred	\$120.00
lakeviewclinic.org	ACTIVE	Y1	Referred	\$120.00
harborlinecpa.com	ACTIVE	Y1	Credit	\$0.00
ridgewaydef.com	QUOTED	—	Tagged	—

Mock dashboard, illustrative numbers: five Referred-Only clients at \$800 per month in Client Year 1 at 15%. Client names are placeholders.

What the dashboard shows

- Clicks, signups, quotes, closed deals, MRR, commission accrued and paid
- Per-client status (tagged / active / dormant / ended, with the reason), Client Year, Referred-Only or Managed
- Deal registrations and expiry dates, MDF balance, Level and progress to the next Level (Tier 2 and 3)
- Tax-form status, marketing kit downloads and a weekly CSV export
- Every number on your statement ties to a client and a collection date. Dispute anything within **60 days**.

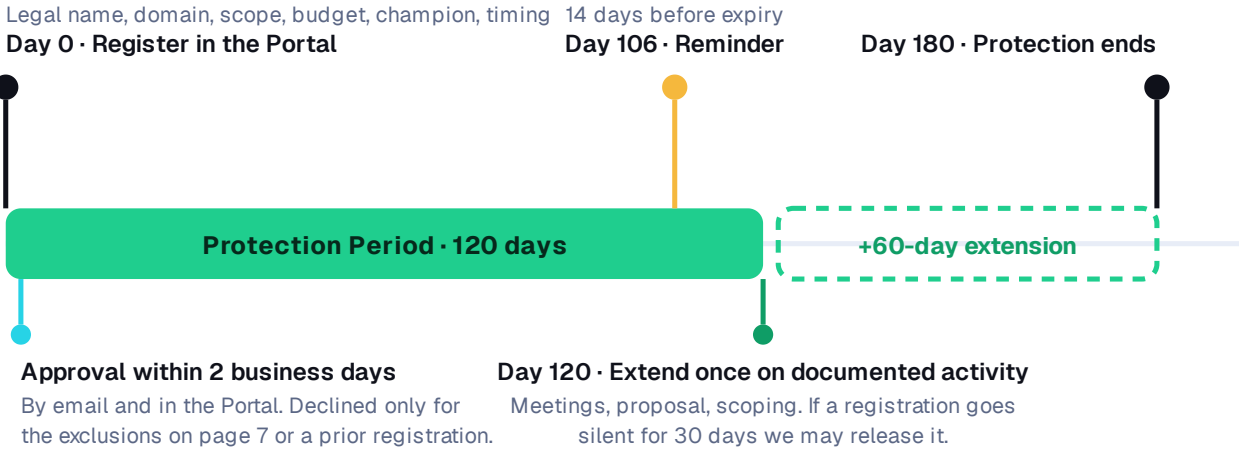
Two rules for your link

Every place you use the link needs the FTC disclosure (page 15). And you may not put the link behind paid search ads that bid on "AccuSights" or our product names.

9 · DEAL REGISTRATION AND INCUMBENCY · TIER 2 AND TIER 3

Protect the opportunity you are actively selling. Registration creates the lifetime tag at the same time.

ONE REGISTERED OPPORTUNITY, DAY BY DAY



At renewal: a 10% incumbency price advantage, and no re-registration

Renewals of a tagged client never need registration. Competing quotes are at least 10% above yours. A tag already perfected by a purchase is never affected by an expiring registration.

What you register

- The client's legal name and domain
- Scope, budget, champion, success criteria and timing
- One registration per opportunity, entered in the Portal

During protection

- We will not pay another partner on the opportunity
- We will not quote another partner better pricing than yours
- Keep it moving: if a registration goes silent for 30 days we may release it

No side letters

What is in the Portal is the deal. No one at AccuSights can promise more by email. Registration is declined only for the exclusions on page 7 or because another partner registered first.

Incumbency at renewal

When a tagged client renews and another partner or our direct team competes for it, you get a **10% price advantage**: competing quotes are at least 10% above yours. Renewal conversations with Tier 2 and 3 clients happen with you informed.

We will not go around you

While your tag is active we will not solicit your client to drop you, re-paper them to exclude your commission, or move them to another partner. We do talk to clients directly for delivery, support, billing, security notices and legal requirements. That is the service.

2 days

Business days to approve a registration

120 + 60

Days of protection, plus one extension

10%

Incumbency price advantage at renewal

10 · COMMISSIONS, PAYOUTS, STATEMENTS, CLAWBACK, TAXES

Paid on collected cash, monthly, by the 15th.

15th

Payout by the 15th of the month after collection, net 15 from month-end, via Stripe Connect (ACH)

5th

Statement posts in the Portal by the 5th; dispute window 60 days from posting

\$50

Minimum payout; smaller balances roll forward and are paid in full on termination

90 days

The only clawback: refunds or chargebacks within 90 days of collection. Churn is never clawed back

Payout calendar (Schedule 1, Section 6)

EVENT	TIMING
Revenue collected from your tagged client	Any day in month M . Not invoiced: collected. When the client's payment clears, your commission accrues.
Commission statement posted	By the 5th of month M+1 at portal.accusights.com
Payout	By the 15th of month M+1 (net 15 from month-end), Stripe Connect ACH to the account you connect in the Portal
Before your first payout	W-9 (U.S.) or W-8BEN / W-8BEN-E (non-U.S.) uploaded in the Portal. AccuSights withholds where the law requires it.
Annual tax reporting	Form 1099-NEC where required (federal threshold \$2,000 for payments in 2026 and later, as adjusted)
Only clawback	Refunds or chargebacks within 90 days of collection, only the commission on the refunded amount, netted against future payouts. Our own service credits are never charged to you.
Annual prepayments	Commissioned in full in the month after we collect, at the rate for the Client Year in which it is collected. The client counts as Active for the whole subscription year.
Payment on termination	Everything then due within 13 days ; later-accruing commissions within 13 days of becoming due. Terminate for convenience and your tags keep paying.

What you are paid on

Gross Revenue Collected: cash actually collected from your tagged client by AccuSights, Inc. or AccuSights LLC for any AccuSights service, net only of taxes, refunds and chargebacks, and third-party hardware or licenses passed through at cost. Revenue from both entities counts; AccuSights, Inc. pays every commission, including on Protect and vCISO revenue collected by AccuSights LLC.

Things that do not earn commission

- Your own purchases or those of your affiliates; self-referrals
- Anything obtained through fraud, bot traffic, cookie stuffing or unapproved client incentives
- Orders that are not genuine final client orders
- Free trials and promotional periods (the client is not Active until it pays)

Built so CPAs, attorneys and brokers can participate without stepping outside their rules.

The Client Credit Option: pass the benefit to your client instead

Some partners cannot, or would rather not, take a referral fee for a particular client. Elect the Client Credit Option in the Portal for that client, at or before their first purchase. From then on AccuSights applies the Tier 1 schedule as a credit on the client's invoices for the life of the tag: **15%** of what the client pays in Client Year 1, **7.5%** in Year 2 and **3.75%** in Year 3 and every year after, whatever your own Tier or Level. The client sees an "Empower Partner credit" with your firm's name on their Order Form and invoices. You receive nothing on that client, but the client still counts toward your Level criteria and your other clients are unaffected.

The election is per client and, once the client is a customer, irrevocable. Make it deliberately.

CPAs and accounting firms

The AICPA Code (§ 1.520) and Illinois rules (68 Ill. Adm. Code 1420.200) require written disclosure of a referral fee to the client and prohibit a commission where you perform attest services (audit, review, compilation requiring independence, examination of prospective financial information, SOC examinations) for that client. Use the CPA client disclosure letter before or at the referral. For attest clients, elect the Client Credit Option. Confirm both in the Portal when you register the client.

Attorneys and law firms

A fee from a vendor for referring your client is treated as a business transaction with, or interest adverse to, the client under Rules 1.7 and 1.8(a) (ISBA Op. 97-04 in Illinois): full written disclosure of the fee and its terms, advice that the client may consult independent counsel, and the client's informed written consent before you are paid. The templates include a disclosure-and-consent letter. Prefer not to run that process? Elect the Client Credit Option. We also disclose the arrangement on the client's Order Form.

Insurance brokers

Never condition a placement on the client buying AccuSights, and mind your state's rebating and inducement rules. The Client Credit Option is available if a fee would be a problem.

Healthcare referrals

Introducing a hospital or clinic as a customer of compliance services is not a federal Anti-Kickback Statute referral: the services are not reimbursed by a federal healthcare program and no patient is referred. Even so, no fee may be tied to patient volume or reimbursement, and employees of a client organization cannot be referrers for that organization.

Everyone

Gifts and entertainment between you and AccuSights personnel are capped at **\$150 per person per year**, each direction. No inducements to client personnel. No pass-through of your commission to the client except through the Client Credit Option. The full template set, including CPA and attorney client letters, is in the *Referral Fee Disclosure Templates* in the Portal. You remain responsible for your own professional obligations.

A ladder, not a set of boxes.

	REFERRAL · ALL TIERS	CO-MANAGE OR BUNDLE · TIER 2	WHOLESALE / WHITE-LABEL · TIER 2	IN-PLATFORM DELIVERY · TIER 3
Who sells	You introduce; we sell	You and AccuSights together	You	You
Who contracts	AccuSights (Inc.; LLC for Protect)	AccuSights	You , under your brand; end client accepts our flow-down terms	AccuSights (platform) or you (your engagement)
Who delivers and supports	AccuSights	AccuSights delivers; you manage the account and take L1 support	AccuSights behind your brand; you take L1, AccuSights L2/L3	You , in the AccuSights platform, with AI, templates and optional QA or backend help; support shared
Who bills	AccuSights	AccuSights	You bill your client and pay AccuSights wholesale, net 30, regardless of client payment	AccuSights (or you, for your professional fees)
Your economics	Referred-Only schedule: Year-1 rate, then half, then a quarter for life (Tier 1: 15 / 7.5 / 3.75%)	Managed Client: 30 / 35 / 40% flat every year you manage; deal-reg protection; incumbency	Managed Client: your margin is the wholesale discount (30 / 35 / 40%); no separate commission	Managed Client: 40 / 45 / 50% flat on what you deliver; Protect you refer 30 → 15 → 7.5%; anything else 20 → 10 → 5%

Two constants. Protect and vCISO are always contracted by AccuSights LLC; the end client (or you, with documented authority) accepts the LLC Protect Services Agreement before monitoring is activated. And we will not go around you while your tag is active. **Tier 3:** your first two in-platform engagements get a QA review before release (5 business days). You own your client-facing report; AccuSights owns the platform, templates, mappings and AI framework. Independence rules are yours, and AccuSights is never the assessor, auditor or certifier of record.

Enablement

TIER 1 · 20 MIN

Referrer orientation

Optional. What we do and do not do, spotting a referral, the disclosure, the dashboard. Plus a quarterly webinar.

TIER 2 · 2 HOURS

MSP certification

Required. Platform tour, engagement models, Order Forms, white-label provisioning, support routing. One person per firm within 60 days.

TIER 3 · 1 DAY

Platform certification

Required. Delivering an Assess or Comply engagement end-to-end: scoping, evidence, AI review, mapping, reports, QA. Badge and Portal listing.

ALL TIERS

Playbooks, demo, NFR

Vertical playbooks and objection guides. Guided demo for all; NFR tenant and 30-day client trials for Tier 2 and 3. NFR is never production.

Market Development Funds: 3% of partner-sourced revenue, and the money is there

Tier 2 and 3 partners accrue MDF at **3%** of partner-sourced Gross Revenue Collected, posted quarterly, with the balance visible in the Portal. Use it for co-branded webinars and events, paid campaigns, vertical landing pages, client roundtables, SPIFFs, media costs, collateral and trade shows. Propose in the Portal before the activity (approval within **5 business days**), upload proof of performance after, and it is reimbursed with your next payout. MDF covers documented third-party cost only, never client gifts, discounts or rebates; every use carries the FTC disclosure; it lapses **two quarters** after the quarter it accrued (Elite may request more).

Say it accurately, and say you are compensated.

What you may say and do

- Anything in the Marketing Materials, and in your own words what the platform does: automated assessments, readiness for specific frameworks, continuous compliance monitoring, 24x7 SOC monitoring and vCISO advisory, AI-assisted analysis with human review
- Cite our published case studies and metrics, with their qualifications attached
- Use our logos from the Portal kit, per the brand guidelines
- Publish case studies about your clients with the client's written consent and ours
- Send commercial email with your physical address and an unsubscribe you honor within 10 business days
- Submit new materials that use our marks or make claims through the Portal; we respond within **5 business days**. Silence is not a yes. If we ask you to fix or pull something, do it within 5 business days.

What you may not say or do

- That AccuSights certifies, accredits, pre-certifies or guarantees compliance, certification, an audit pass or breach prevention
- That AccuSights is a C3PAO, the Cyber AB, DoD, HHS/OCR, PCI SSC, AICPA, an ISO body or an auditor of record, or that a client will be "compliant" or "certified" by a date
- Anything about pricing other than our list price, or any discount, credit, free period or custom term we have not approved in writing for that opportunity
- Post a review of AccuSights as if you were a customer, or offer anything for a positive review
- Use purchased lists, scraping, bulk unsolicited email, automated calls or marketing texts without prior express written consent, or anything that looks like it came from AccuSights
- Bid on "AccuSights," "Assess," "Comply," "Protect," "CMMC Accelerator," "Empower Partner Program" or lookalikes in paid search, or register domains, handles or business names containing our marks

The disclosure: same medium, hard to miss, before the reader has to act

Whenever you recommend, review, link to or promote AccuSights, on a web page, in an email, on LinkedIn, in a video, on a slide, say that you are compensated. Approved wording:

WEB / EMAIL FOOTER

"Our firm is an AccuSights Empower Partner and receives a commission when clients we refer purchase AccuSights services." (Substitute your firm's name.)

SOCIAL POST (SHORT)

"Disclosure: we're an AccuSights partner and earn a referral commission." Or simply "#ad" / "#partner" placed before the fold.

VERBAL / MEETING

"Before I go further: we're an AccuSights partner, and we're compensated if you sign up through us. I'm happy to walk you through the pricing; it's the same whether you come through us or go direct."

VIDEO

On-screen text for at least 5 seconds at the point of recommendation, plus a spoken mention. The full set, including CPA and attorney client letters, is in the Portal.

How to explain the Program to a client

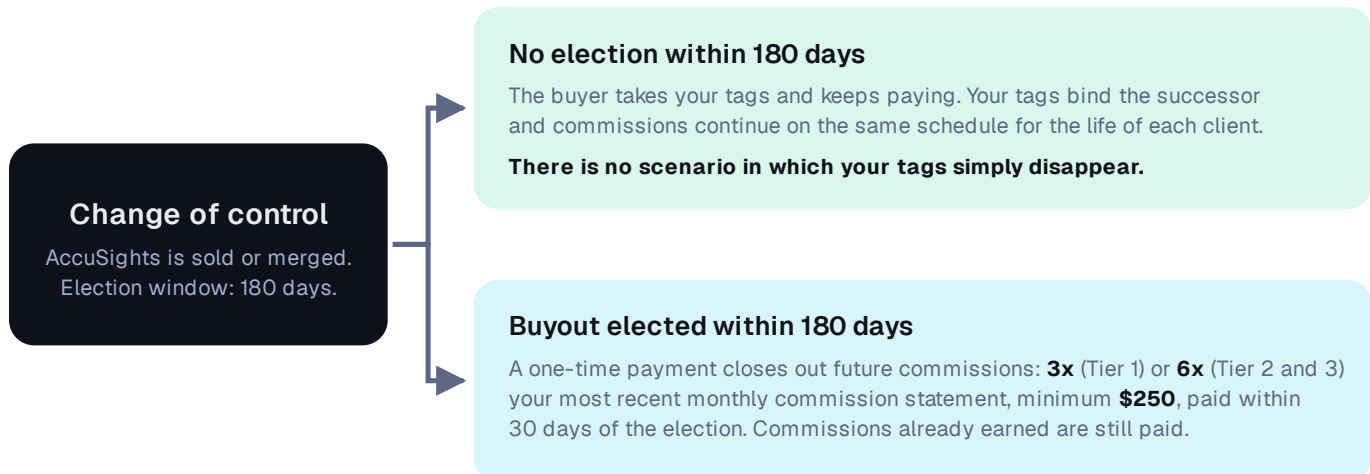
"We've partnered with AccuSights so you can get assessed, get ready for CMMC, HIPAA or SOC 2, and keep your evidence and controls current on one platform, with 24x7 monitoring if you want it. We're compensated by AccuSights when you sign up through us; your price is the same as going direct. I'll stay involved so you're never on your own with it."

Straight answers on the three things partners ask a lawyer about.

What AccuSights does not guarantee

That any client will pass an assessment, achieve certification, be "compliant," or never be breached. AccuSights is **not a C3PAO**, and **not affiliated with the Cyber AB or DoD**, HHS/OCR, PCI SSC, AICPA, an ISO body, or any auditor of record. We provide readiness, monitoring and advisory; the client's assessor or auditor decides the outcome. Our customer agreements contain a Readiness Re-Performance Commitment (if a control we marked Ready is found deficient within six months, we re-perform at no charge, on conditions). That is a re-performance remedy, not a pass guarantee, and you may not describe it as one. We also do not guarantee you any level of referrals or commission. Partners never carry the technical liability for AccuSights' work.

If AccuSights is acquired, your tags are protected either way



Program changes: 30 days' notice, always prospective

We give **30 days' written notice** (Portal and email) before any change to this Guide or Schedule 1. If a change reduces a rate, shortens a Client Year schedule, lowers a floor or tightens a Level criterion, it applies only to clients tagged after the effective date. Your existing tags keep the rate card in force when they were tagged. Continued participation after the effective date is acceptance.

Your options

A change in your own Tier or Level is not a rate-card change; it only moves which line of the card applies to you. If you object to a material adverse change, you may terminate before it takes effect and your existing tags continue to pay. If you leave for convenience, or we end the relationship without cause, your tags keep paying. Only termination for cause or fraud ends tags.

What "actively moving a client to a competitor" means

Introducing, referring, reselling or migrating your tagged client to a competing compliance platform or SOC / vCISO provider for the services they buy from us. Your normal managed services, accounting, legal or insurance work is not competitive, and nothing here limits it.

15 • FREQUENTLY ASKED QUESTIONS

The questions partners ask most.

What if my client buys something else later?

You are paid on it. The tag is on the client, not the product. If your CMMC readiness client later adds Protect from AccuSights LLC, AI Governance or more seats, your rate applies to every dollar collected. No new registration, nothing to do.

What if two partners claim the same client?

The first valid tagging event by Portal timestamp wins. We resolve conflicts within 5 business days and may ask the client to confirm who introduced them. You have 30 days to dispute.

Can I discount?

No, unless you are a Tier 2 partner setting your own resale price on a white-label order. Published pricing is the same whether a client comes through you or direct. If you want the client to benefit, use the Client Credit Option.

Do I need to deliver anything?

Tier 1: no. Tier 2: only for Managed Clients, and that is what earns the flat rate. Tier 3: yes, that is the point, and it is why the rate is higher and does not step down.

Does the tag cover both AccuSights entities?

Yes. Revenue collected by AccuSights, Inc. (platform, Assess, Comply, CMMC Accelerator, AI Governance, Secure Office) and by AccuSights LLC (Protect, vCISO) both count. AccuSights, Inc. pays every commission.

What if the client pays annually up front?

Your commission on the full annual payment is paid in the month after we collect it, at the rate for the Client Year in which it is collected. That client counts as Active for the whole subscription year.

How long does the commission last?

For the life of the client, as long as they pay and the tag has not ended for one of the four reasons on page 7. Referred-Only steps down on the first and second anniversaries and then holds at the Year-3 floor forever; Managed stays flat for as long as you manage or deliver.

Can I refer my own company or a company I own?

No. Self-referrals and purchases by you or your affiliates earn nothing.

What if the client does not pay AccuSights?

No commission until they do. We pay on collected cash, not invoices. Churn is never clawed back; only refunds or chargebacks within 90 days are.

Can I be in more than one tier?

You have one tier, but a Tier 2 or 3 partner can use every model, referral, co-manage, white-label, in-platform, client by client. Each client is simply Referred-Only or Managed.

What happens to my tags if I move up or down a tier or Level?

Tags stay, always. A change only moves the rate line: Managed Clients move to the new Level rate from the effective date, and clients you tag afterwards start at the new Year-1 rate. A Referred-Only Client already on its schedule keeps the Year-1 rate it started with.

What if I leave the Program?

If you terminate for convenience, or we do, your tags keep paying. If you are terminated for cause or fraud, tags end. Anything earned is always paid, within 13 days of termination.

What if I refer someone already talking to AccuSights?

If they are in our active pipeline with documented activity in the prior 90 days, they cannot be tagged, and we tell you within 5 business days. If the activity is older than 90 days, your tag stands.

What if my client asks to stop being associated with me?

The tag ends on their written request from an authorized person. We will tell you, and we will never solicit that request.

Do I need to advertise or bid on ads?

You do not need to advertise at all. If you do, never bid on AccuSights brand terms or our product names.

Can I migrate an existing affiliate or referral agreement into Empower?

Yes. Existing agreements stay in force on their own terms until you choose to migrate. Accept the Empower Partner Agreement in the Portal; your existing agreement ends and the clients you referred under it are tagged to you at the Program rate card (or per a Tier Addendum if we agree something specific).

The full 25-question FAQ is in the Program Guide at accusights.com/legal.

16 · SUPPORT, ESCALATION AND CONTACTS

One address for partners, a named person for escalation.

NEED	ROUTE	TARGET RESPONSE
Portal, link, dashboard, payouts	support@accusights.com (subject "ATTN: Empower Partner") or Portal chat at portal.accusights.com	1 business day
Deal registration and tag questions	Portal ticket, category "Attribution"	2 business days (approvals); 5 business days (conflicts)
Marketing approvals	Portal "Submit materials"	5 business days
Client technical support (referral, co-sell)	Client contacts AccuSights support directly	Per the client's plan
Client technical support (white-label)	You handle L1; escalate L2/L3 via Portal	Per support terms
Tier 2/3 partner manager	Your named AccuSights contact; quarterly check-in	—
Escalation	Kashmala Khalid, Managing Partner, kash@accusights.com	—
Legal notices	support@accusights.com, subject "ATTN: Legal Notice", and by mail to AccuSights, Inc., Attn: Legal, at the address below	—

PARTNERSHIPS

Kashmala Khalid,
Managing Partner
kash@accusights.com
+1 (773) 747-7490

PARTNER SUPPORT

support@accusights.com
Subject "ATTN: Empower Partner"

LEGAL · PRIVACY

support@accusights.com
Subject "ATTN: Legal Notice" or "ATTN: Privacy"

ENROLL · PORTAL · MAIL

accusights.com/empower
portal.accusights.com
2058 N. Western Ave,
Chicago, IL 60647

Get your link in five minutes.

accusights.com/empower

Book a partner call → accusights.com/empower#call

Client wins. Partner wins. AccuSights wins. Security Through Compliance.



The Empower Partner Program is operated by AccuSights, Inc. Protect (SOC / MDR) and vCISO services are delivered and contracted by AccuSights LLC, a wholly owned subsidiary; AccuSights, Inc. pays every commission. AccuSights is not a C3PAO and is not affiliated with the Cyber AB or DoD. This Guide is incorporated by reference into the AccuSights Empower Partner Agreement v2026.10; if anything here conflicts with the Agreement or Schedule 1, they control. "AccuSights," "Assess," "Comply," "Protect," "CMMC Accelerator," and "Empower Partner Program" are trademarks of AccuSights, Inc. © 2026 AccuSights, Inc. All rights reserved.

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