

# Zastro Referral Plan

## Refer a Company. Earn Rewards.

At Zastro, many of our best client relationships start with a recommendation from an existing client. If you know another company that could benefit from NetSuite consulting, ERP optimization, business process improvement, or operational transformation, we'd appreciate the introduction.

As a thank you, we'll reward both the individual who makes the referral and the company they represent when the referral becomes a client.

### How It Works

1. **Submit a Referral** – Complete the referral form below and introduce us to a company that may benefit from Zastro's services.
2. **We Connect** – Our team will contact the referred company to learn about their business, challenges, and goals.
3. **Opportunity Evaluation** – If there is a mutual fit, we'll work with them through our normal discovery and proposal process.
4. **Rewards Are Earned** – When the referred company signs an agreement and begins a project, rewards are issued to both the referring individual and their company.

### Individual Referral Rewards

The individual who submits the referral will receive a gift card after the referred company signs a contract and completes its initial payment.

| Annual NetSuite Contract Amount | Individual Reward |
|---------------------------------|-------------------|
| Under \$25,000                  | \$250 Gift Card   |
| \$25,000 or over                | \$500 Gift Card   |

Gift cards may be issued as Visa, Amazon, restaurant, travel, or other approved gift cards.

### Company Rewards

In addition to rewarding the individual, Zastro will provide complimentary consulting services to the referring client's company.

| Closed Deal Value | Company Reward         |
|-------------------|------------------------|
| Under \$25,000    | 5 Hours of Consulting  |
| \$25,000 or over  | 10 Hours of Consulting |

Complimentary services may be used for:

- NetSuite optimization
- System health checks
- Reporting and dashboard reviews
- Process improvement workshops
- User training
- Strategic advisory sessions
- Future project planning

Hours are valid for 12 months following reward issuance.

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## Ideal Referral Candidates

We're always interested in speaking with organizations that are:

- Outgrowing QuickBooks or older ERP systems
- Considering NetSuite
- Struggling with inventory management
- Looking to improve manufacturing or distribution operations
- Seeking better reporting and visibility
- Managing rapid growth
- Recovering from an ERP implementation that is not delivering expected results
- Looking for an experienced NetSuite consulting partner

Our strongest expertise includes:

- Manufacturing
- Distribution
- Food & Beverage
- Lighting & Showrooms
- Professional Services

## Program Guidelines

- The referred company must not already be engaged in an active sales conversation with Zastro.
- Rewards are issued after the referred company signs an agreement and submits its initial payment.
- Multiple referrals are encouraged.
- Zastro reserves the right to determine referral eligibility and program qualification.
- Complimentary consulting services have no cash value and cannot be exchanged for cash.
- Certain organizations or employees may be prohibited from accepting gifts under their employer's policies. Participants are responsible for ensuring compliance with their company's policies.

## Know Someone We Should Meet?

Submit your referral using the form [HERE](#), and we'll take it from there.

**A warm introduction is appreciated but not required.**

Thank you for helping us grow the Zastro community!