

DH Patterns and Fit

Referral Program®

“The Referral Program®”



The “Referral Program” is an initiative by DH under which qualified sales partners can earn a multi-year revenue share in new customer business.

The program underlines DH’s commitment to international growth and diversification. The program is available for Norway and the individual European Union member states.

“Become a DH Sales Partner”

The program is only available to selected contacts of DH. The qualification process is consolidated with a formal partner agreement.

Qualification includes the evaluation of:

- Industry knowhow;
- Industry sector specialisation;
- Skills related to DH services;
- Potential prospects;
- Geographic coverage;
- Commitment.

Program participants receive a full introduction to the DH business model, services, resources, marketing, contracts, pricing, working methods and technology.

“Earn Multi-Year Revenue Shares”

DH offers the participant of the Referral Program a percentage in commission on acquired new client business, from the day the customer Service Provider Agreement is signed, for the period of 3 years.



The commission structure includes:

- 3 Years from date of signed SPA;
- Year 1: 10% Net revenue value commission;
- Year 2: 7,5% Net revenue value commission;
- Year 3: 5% Net revenue value commission;
- Full commission transparency with WiseERP;
- Payable as soon as client paid the bill;
- New business only;
- In defined territory and/or industry sector.

“Active Referral Support”

The Referral Program participant communicates his prospects, plans and timeline with DH. In return DH will make resources available to provide active referral support; remote, on-site company visits, contracts, brochures and sales and marketing material.

“DH Takes Responsibility”

DH takes full responsibility for the commitment, services, use of resources, contracts and invoicing towards the customer. The Referral Program partner does not have to worry about the operational aspects of managing the new business. The partner’s focus is on opportunities for revenue growth and customer satisfaction.

“This Appeals to You?”

If you believe that the Referral Program fits you, please contact DH Patterns and Fit. We will be pleased to sit down with you and talk you through the program in more detail.

