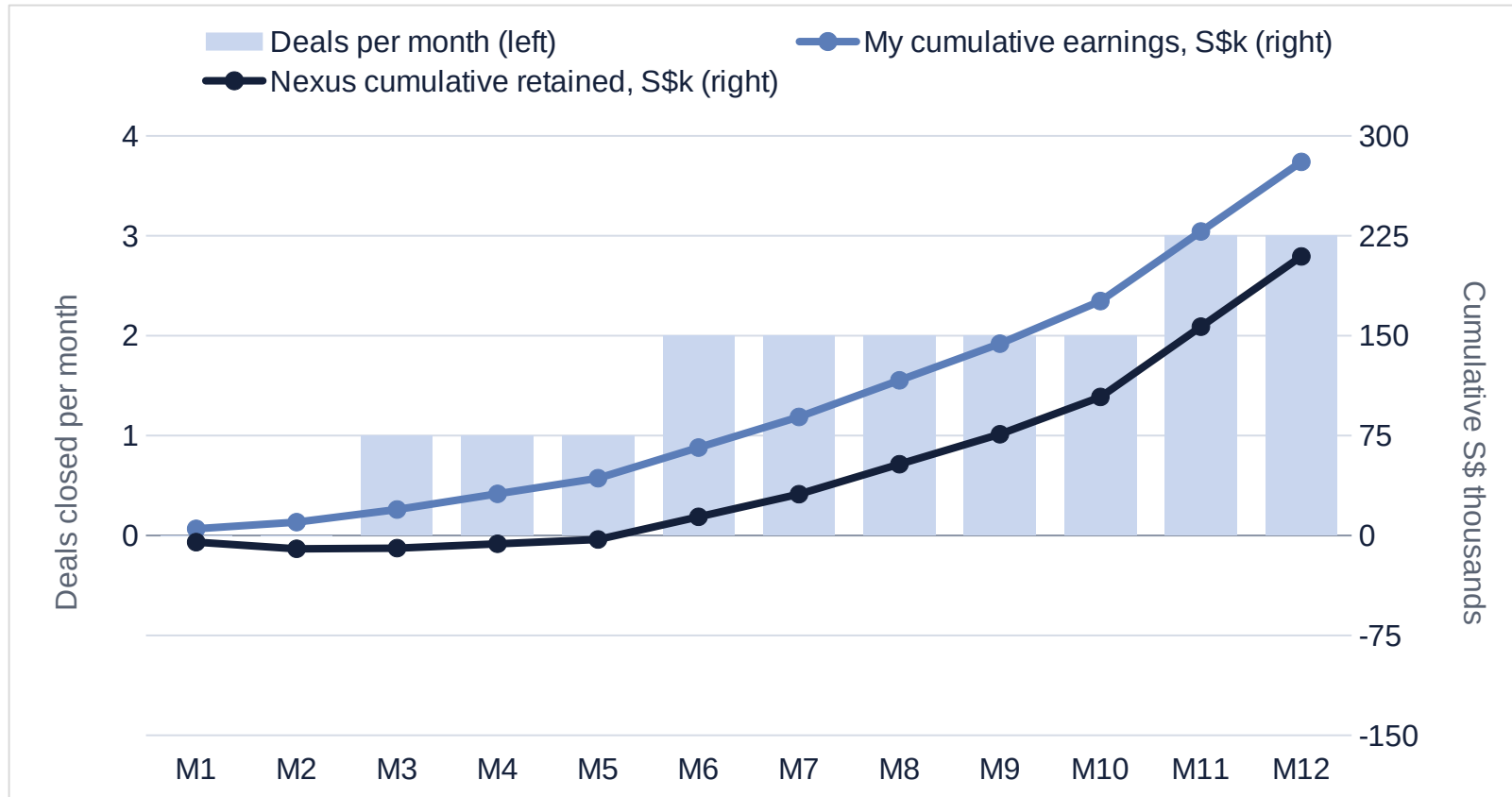

A visible pipeline, and a shared upside

A base-plus-commission structure for building Nexus's new business pipeline, with the ramp-up laid out month by month.

EXECUTIVE SUMMARY

As the pipeline ramps up, pay follows, and Nexus turns cumulative-positive by month 6



19 deals

signed in year one (S\$490k)

S\$280.5k

my year-one earnings

S\$209.5k

Nexus retained in year one

Month 6

Nexus cumulative turns positive

We agree on the shape. The numbers and the first 90 days are open.

Agreed

A full 100% share put too much on Nexus. A base with commission is the better structure.

Open: the numbers

You suggested a lower base with a high commission share. My proposal is S\$5k base with a 45/55 split.

Open: the start

A milestone-based first 90 days gives us a clear working plan and a shared pipeline review.

THE IDEA

Two parts, each doing a different job

Base

A steady monthly amount.

It funds the groundwork that comes before the first deal: discovery, demos, packaging, outreach.

Commission

A share of every deal the pipeline closes.

It rewards results and grows as the pipeline matures.

THE PROPOSAL

S\$5k base, with a 45 / 55 commission split

S\$5k

base per month

45%

commission to me

55%

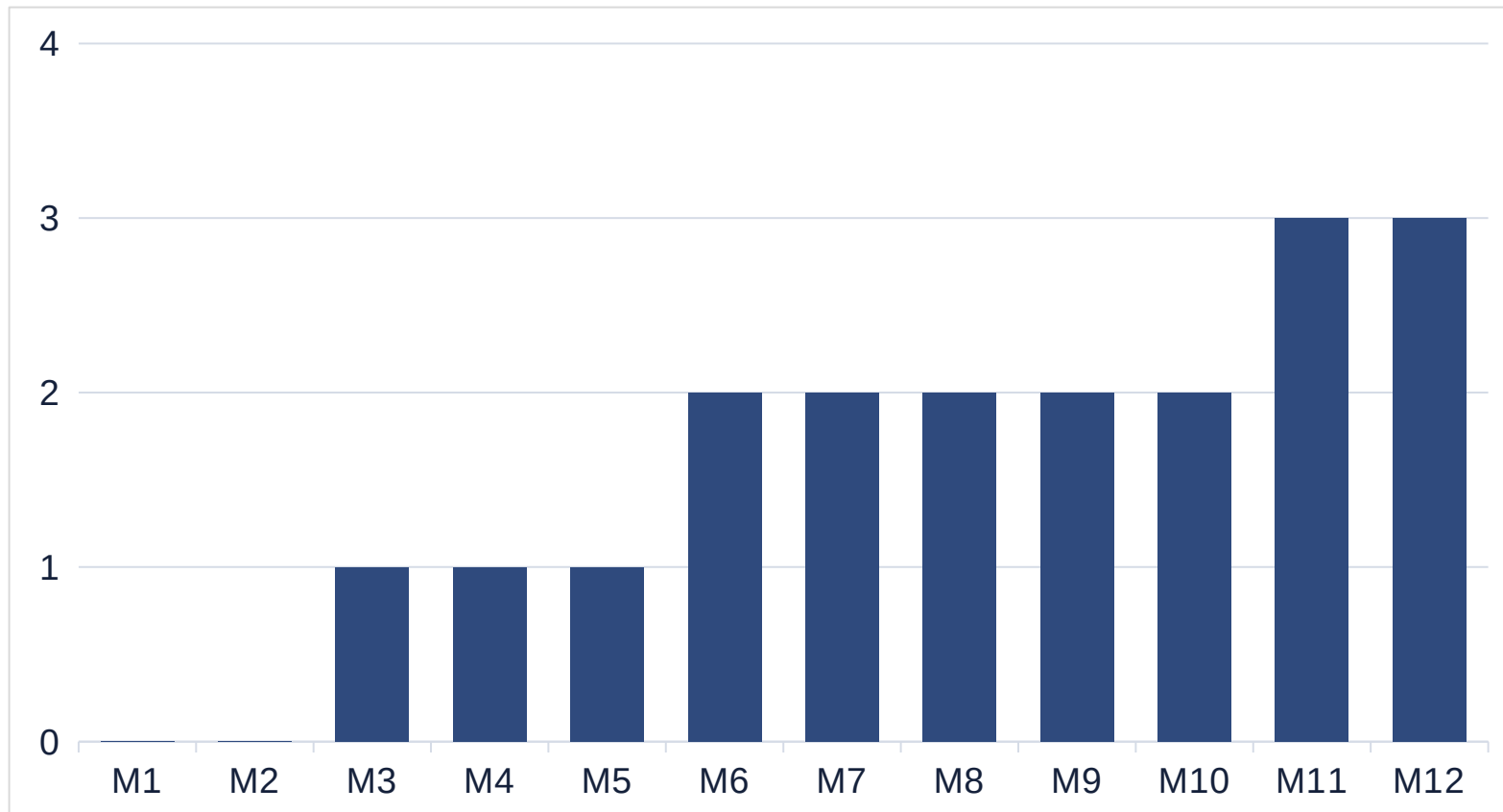
retained by Nexus

Commission is modelled on signed value.

Upside beyond this plan: the larger share moves to Nexus, terms to be agreed.

PIPELINE RAMP-UP

Slower ramp: first close in month 3, 3 deals a month by month 11



ASSUMPTIONS

Deal size S\$10k in months 1-3
Then S\$15k, 15k, 20k, 20k, 25k,
25k, 30k, 35k, 35k
About 3 months to signature
19 deals in year one

HOW THE BASE IS COVERED

How the base is covered: a worked example

The formula

Let S = signed value in the month.

My 45% commission = $0.45 \times S$

Nexus keeps $S - 0.45S = 0.55 \times S$

Nexus pays the S\$5,000 monthly base.

$$\text{Nexus retains} = 0.55S - 5,000$$

What remains after the base

Signed	My 45%	Nexus 55%	After base
S\$10k	S\$4.5k	S\$5.5k	S\$0.5k
S\$20k	S\$9k	S\$11k	S\$6k
S\$35k	S\$15.75k	S\$19.25k	S\$14.25k

S\$10k: S\$5.5k kept - S\$5k base
= S\$0.5k left before delivery cost.

Break-even for the month

$$0.55S = 5,000 \quad S = 5,000 / 0.55 = \text{S\$9,091 (rounded)}$$

THE START

First 90 days: build, progress, review

DAY 30

Build

Agree target accounts and a clear offer. Start outreach and discovery conversations.

DAY 60

Progress

Turn discovery into demos and proposals. Track named opportunities and next actions.

DAY 90

Review

Review the pipeline together. Refine the approach from the deals and prospects in view.

I build the pipeline, so you can focus on delivery

- 01 Target Singapore SMEs with Odoo demos built around their workflows
- 02 Explore grant partners and trade associations as routes to SME introductions
- 03 Ask referral partners for introductions; qualify needs, budget and timing
- 04 Turn discovery into scoped demos and proposals, with you validating delivery
- 05 Track each opportunity and next action in Odoo; review progress together