

Affiliate commission breakdown

Every service line in the Soteria Cloud affiliate earnings estimator, with the end-customer price at each commit level and the 20% commission it earns you, each month, for the life of the referred customer.

Your Resilience. Their Confidence.

COMMISSION RATE

20% of MRR

DURATION

Life of customer

SERVICE LINES

18

COMMIT LEVELS

C1 – C8

How your commission is calculated

Commission is 20% of the monthly recurring revenue of the customer you referred. It is paid every month the customer remains active and in good standing, under your signed affiliate agreement.

The four steps

- 1. Confirm what the customer needs each month: workloads, seats, users and storage.
- 2. Add up the monthly value of those services at the applicable commit level.
- 3. That total is the customer's monthly recurring revenue (MRR).
- 4. Your commission is 20% of that MRR, every month, for the life of the customer.

Commit levels

Commit levels set the applicable unit price according to the agreed monthly committed service value. They are not product editions.

Level	Monthly committed service value
C1	R1 000 and above
C2	R5 000 and above
C3	R15 000 and above
C4	R30 000 and above
C5	R60 000 and above
C6	R100 000 and above
C7	R150 000 and above
C8	R225 000 and above

Worked example

A small business with one server, fifteen workstations and fifteen Microsoft 365 seats on the BDR bundle, priced at commit level C1.

Service line	Qty	Unit price / month	Line value / month	Your 20% / month
BDR — Server (G1)	1	R972.40	R972.40	R194.48
BDR — Workstation (G1)	15	R134.64	R2 019.60	R403.92
BDR — Microsoft 365 seat (G1)	15	R44.88	R673.20	R134.64
Customer MRR			R3 665.20	R733.04

That single customer earns you **R733.04 every month** — **R8 796.48** over twelve months and **R26 389.44** over three years, while the account remains active.

Line-item commission schedule

Every service line in the affiliate earnings estimator. For each commit level, the upper figure is the end-customer price per unit per month and the lower figure is your 20% commission per unit per month. All amounts in ZAR, excluding VAT.

R000.00 end-customer price per unit / month R000.00 your commission per unit / month

Service line	Billing unit	Commit level							
		C1	C2	C3	C4	C5	C6	C7	C8
BUNDLES									
Security + RMM — Endpoint	per workload	R41.89 R8.38	R40.27 R8.05	R35.62 R7.12	R31.33 R6.27	R26.55 R5.31	R25.70 R5.14	R24.82 R4.96	R24.84 R4.97
Security + RMM — Microsoft 365 seat	per seat	R47.87 R9.57	R48.01 R9.60	R45.69 R9.14	R43.86 R8.77	R42.75 R8.55	R41.74 R8.35	R40.53 R8.11	R40.38 R8.08
BDR — Server (G1)	per workload	R972.40 R194.48	R889.01 R177.80	R831.71 R166.34	R764.40 R152.88	R728.64 R145.73	R712.01 R142.40	R694.85 R138.97	R692.74 R138.55
BDR — Virtual machine (G1)	per workload	R673.20 R134.64	R641.20 R128.24	R591.64 R118.33	R540.41 R108.08	R526.24 R105.25	R511.50 R102.30	R496.32 R99.26	R495.05 R99.01
BDR — Workstation (G1)	per workload	R134.64 R26.93	R130.10 R26.02	R113.06 R22.61	R98.68 R19.74	R92.29 R18.46	R85.11 R17.02	R77.76 R15.55	R77.55 R15.51
BDR — Microsoft 365 seat (G1)	per seat	R44.88 R8.98	R44.92 R8.98	R41.82 R8.36	R39.16 R7.83	R37.24 R7.45	R36.01 R7.20	R34.74 R6.95	R34.64 R6.93
Ultimate Protection — Server (G1)	per workload	R1062.16 R212.43	R1017.56 R203.51	R924.63 R184.93	R847.42 R169.48	R841.98 R168.40	R826.58 R165.32	R810.66 R162.13	R807.63 R161.53
Ultimate Protection — Workstation (G1)	per workload	R201.96 R40.39	R185.86 R37.17	R162.62 R32.52	R139.41 R27.88	R127.92 R25.58	R121.12 R24.22	R114.15 R22.83	R114.05 R22.81
Ultimate Protection — Microsoft 365 seat (G1)	per seat	R122.67 R24.53	R119.26 R23.85	R113.06 R22.61	R104.95 R20.99	R100.39 R20.08	R98.21 R19.64	R95.96 R19.19	R95.46 R19.09
BACKUP									
Backup — Server	per workload	R359.04 R71.81	R321.38 R64.28	R271.04 R54.21	R256.89 R51.38	R247.74 R49.55	R238.15 R47.63	R228.31 R45.66	R220.49 R44.10
Backup — Virtual machine	per workload	R124.17 R24.83	R113.84 R22.77	R98.35 R19.67	R88.50 R17.70	R80.96 R16.19	R78.57 R15.71	R75.28 R15.06	R71.81 R14.36
Backup — Workstation	per workload	R58.34 R11.67	R53.12 R10.62	R45.69 R9.14	R41.51 R8.30	R37.73 R7.55	R36.34 R7.27	R34.74 R6.95	R33.12 R6.62
Backup — Microsoft 365 seat (Soteria hosted storage)	per seat	R21.39 R4.28	R20.60 R4.12	R19.05 R3.81	R15.82 R3.16	R12.79 R2.56	R12.44 R2.49	R11.99 R2.40	R11.96 R2.39
Backup — Soteria hosted storage	per GB	R1.90 R0.38	R1.80 R0.36	R1.60 R0.32	R1.40 R0.28	R1.30 R0.26	R1.29 R0.26	R1.25 R0.25	R1.20 R0.24
SECURITY AND MANAGEMENT									
Managed Detection and Response — Standard	per workload	R47.87 R9.57	R48.01 R9.60	R46.46 R9.29	R45.43 R9.09	R45.34 R9.07	R45.50 R9.10	R45.50 R9.10	R45.45 R9.09
Email Security	per user	R32.16 R6.43	R31.60 R6.32	R29.74 R5.95	R27.41 R5.48	R27.53 R5.51	R27.33 R5.47	R27.13 R5.43	R27.03 R5.41
Security Awareness Training	per user	R20.94 R4.19	R20.13 R4.03	R17.81 R3.56	R15.66 R3.13	R14.57 R2.91	R13.91 R2.78	R13.24 R2.65	R13.18 R2.64
Remote Management and Monitoring	per endpoint	R28.42 R5.68	R26.33 R5.27	R23.23 R4.65	R17.70 R3.54	R16.19 R3.24	R15.55 R3.11	R14.89 R2.98	R14.87 R2.97

Commercial control. This document is a transparent pricing and commission reference, not a quotation or an offer. Prices follow the Soteria Cloud end-customer schedule (source dated 6 May 2026) and may change. Final pricing is confirmed in a formal Soteria Cloud quotation and may be affected by taxes, scope, usage, storage generation, retention, terms and approved adjustments. Confirm workload counts, storage generation (G1/G2), data usage, retention, disaster-recovery assumptions, service scope and the applicable commit level before presenting any monthly amount to a customer. Do not expose internal cost, floor-price or margin information.

Commission terms. Commission is 20% of the referred customer’s monthly recurring revenue, calculated on eligible collected revenue. It excludes VAT, credits, refunds, non-commissionable items, bad debt and any other exclusions set out in the signed affiliate agreement, and becomes payable only when the contractual conditions in that agreement are met. Lead attribution, the lead-protection period and the payment cadence are confirmed in your signed affiliate agreement. Soteria Cloud contracts with, bills and supports the end customer.