

“Business Associate” term mentioned below refers to following categories

- General Dealer – (Code KGED)
- Business Associate – Architect – (Code KBA)
- Business Associate – Civil Engineer – (Code KBCE)
- Business Associate – Freelancer – (Code KBF)
- Business Associate – Estate Agents – (Code KBEA)
- Business Associate – General – (Code KBG)
- Interior Designers – (Code KID)

Terms of being Business Associate:

1. You can become business associate of KABU being into any profession or employee of any company.
2. You have the right to market KABU products and services across your network on behalf of KABU.
3. You should understand all the products and services of KABU before marketing the same across your network.
4. You have to attend the training sessions regularly for learning the application system which are organized by KABU WORLD Team in your jurisdiction area for which there shall be invitation sent to you before the event.
5. You need to follow all the guidelines of the workflow as defined by KABU for usage of product / service / application.
6. You shall have to maintain the standard of communication with customer as per KABU WORLD Standards.
7. You will be allowed to participate in all the incentive schemes presented by KABU WORLD in and it would be as per the terms of usage as mentioned in the terms and conditions of incentive schemes.
8. You are not allowed to violate any terms of usage of any content / workflow of KABU WORLD brand within your tenure of being Authorized Contractor.
9. You are eligible for Incentives (If any issued by the company) only if you fulfil the terms and conditions mentioned to avail the same on company website.
10. You will maintain the pricing / rates to be offered to your client as per the pricing and discounts set by the company KABU WORLD.
11. You will get your payments / commissions from the company after deducting applicable deductions as per Income Tax Law and after the payment is been received by the company from the client in case of direct billing to client by the company.
12. You will get your payments for each project as per the terms set by authorized representative / channel partner of KABU WORLD in your region.
13. You shall be terminated being Business Associate with a written notice / email without any prior intimation by the company in case of any breach of contract or violation of rules incurred by you or your employees or your representative.
14. You can also be penalised by the company in case of any violation of rules / contracts / breach of trust and any kind of legal action shall be taken against you.
15. You are allowed to use the logo “KABU WORLD Business Associate” in your communication material but you will have no ownership rights for the same.

Pricing & Warranty Policies:

1. Rate card for all the product sale / application services provided by company will be shared with you. There shall not be any additional payment made to you from the company other than mentioned in the rate card.
2. Company will not be responsible for any issues incurred between you and your client due to any miscommunication / over commitment done by you.
3. Warranty shall be issued by the company to client directly for material only for standard applications executed by any contractor and for application for doing premium application. Any kind of after sales services to be provided to client for standard application will be the sole responsibility of authorized contractor and also for any premium application, authorized contractor shall provide after sales service to client as required / intimated by the company.

Payment terms and Break Up:

1. All the payment shall be done to Business Associate by the company will be after eligible deductions as per Income Tax act of India. All the payments to Business Associate will be transferred within maximum of 7 to 10 working days after the full payment is received from their respective project and submission of their details of commission as per the prescribed format along with their legal documents like GST certificate / pan card / etc. GST payment to Business Associate in case of their commission payment is to be paid through the GST invoice, will be paid only after they share the GST payment receipt within 1 to 3 months from the date of their invoice with our company. Business Associate code number have to be mentioned in every document sent to company like invoice / quotation / etc.
2. Every business associate will be paid 3% commission on the total invoice value of the goods by the company. For eg. If the Business Associate have generated an order of Rs. 1 Lakh from client and the goods are supplied by the company to client directly then their commission will be calculated on the invoice value by the company to client i.e. Rs. 1 Lakh (Before GST). In case in the same order of Rs.1 Lakh from client if the goods are been supplied by any channel partner of the company to client, then the commission of 3% to the business associate will be calculated as 3% of 65% of MRP value of goods supplied. (For eg: If goods supplied are worth MRP value Rs. 1,00,000 then the commission will be calculated on 65% of MRP = Rs. 65000/- x 3% = Commission Rs. 1950/-
3. Every business associate shall maintain the log sheet of the business generated and share with the company every month for getting authenticated by the company representative before getting any payment of their respective commission.
4. Every Business Associate shall submit their PAN Card and Aadhar Card copy while becoming the KABU CLUB member or before making any claim for the commission payment.
5. Every business associate will get an office email from the company with the confirmation of appointment and their Business Associate Code number.