



Dirección de Business Development

Propuesta de esquema de comisiones

Producto	Precio de lista	Precio partner	Ganancia partner		Comisión vendedor					Utilidad partner			
			\$	%	Unidad 1	Adicional 2+	Máxima	% min	% max	Máxima	%	Mínima	%
Contendo CMS	\$3,600.00	\$2,160.00	\$1,440.00	40%	\$500.00	\$100.00	\$1,000.00	14%	28%	\$940.00	26%	\$440.00	12%
FE 100F	\$1,100.00	\$550.00	\$550.00	50%	\$300.00	\$0.00	\$300.00	27%	27%	\$250.00	23%	\$250.00	23%
FE 200F	\$2,200.00	\$1,250.00	\$950.00	43%	\$500.00	\$50.00	\$700.00	23%	32%	\$450.00	20%	\$250.00	11%
FE 300F	\$3,300.00	\$2,000.00	\$1,300.00	39%	\$600.00	\$50.00	\$950.00	18%	29%	\$700.00	21%	\$350.00	11%
Newsletter 1000E	\$5,000.00	\$3,000.00	\$2,000.00	40%	\$500.00	\$100.00	\$1,100.00	10%	22%	\$1,500.00	30%	\$900.00	18%
Newsletter 2000E	\$6,500.00	\$3,900.00	\$2,600.00	40%	\$800.00	\$100.00	\$1,200.00	12%	18%	\$1,800.00	28%	\$1,400.00	22%
Newsletter 5000E	\$8,500.00	\$5,100.00	\$3,400.00	40%	\$1,500.00	\$100.00	\$2,000.00	18%	24%	\$1,900.00	22%	\$1,400.00	16%
Newsletter 10000E	\$9,500.00	\$5,700.00	\$3,800.00	40%	\$1,850.00	\$100.00	\$2,500.00	19%	26%	\$1,950.00	21%	\$1,300.00	14%
Paquetes													
C+N 1000	\$5,600.00	\$3,360.00	\$2,240.00	40%	\$600.00	\$100.00	\$1,100.00	11%	20%	\$1,640.00	29%	\$1,140.00	20%
C+N 2000	\$7,100.00	\$4,260.00	\$2,840.00	40%	\$900.00	\$100.00	\$1,100.00	13%	15%	\$1,940.00	27%	\$1,740.00	25%
C+N 5000	\$9,100.00	\$5,460.00	\$3,640.00	40%	\$1,600.00	\$100.00	\$2,000.00	18%	22%	\$2,040.00	22%	\$1,640.00	18%
C+N 10000	\$10,600.00	\$6,360.00	\$4,240.00	40%	\$2,100.00	\$100.00	\$2,500.00	20%	24%	\$2,140.00	20%	\$1,740.00	16%



Unidad 1	Precio de la primer unidad vendida
Adicional 2+	Incremento en la comisión por cada unidad adicional vendida
Unitaria máxima	Límite al incremento de la comisión unitaria

Ejemplo:	Comisión
Contendo 1	\$500.00
Contendo 2	\$600.00
Contendo 3	\$700.00
Contendo 4	\$800.00
Contendo 5	\$900.00
Contendo 6	\$1,000.00
Contendo 7+	\$1,000.00