



FlowOps Africa

SOFTWARE DEVELOPMENT & DIGITAL SOLUTIONS

PARTNER OS • PROGRAM GUIDE

Earn commission referring AI employees to African SMEs

A clear, transparent guide to how the FlowOps Partner OS program works — what you earn, how it's calculated, when it's paid, and what happens after you share your first link.

15%

SETUP COMMISSION

10%×6

MRR COMMISSION

14 days

HOLD PERIOD

M-Pesa

PAYOUT METHOD



1 Who FlowOps Africa Is

FlowOps Africa builds and deploys **AI employees** for African SMEs — digital workers that handle reception, sales follow-up, customer support and related operations across **WhatsApp, web chat and phone**, working 24/7 so businesses never miss a lead.

We sell packaged AI workforce plans (a one-time setup fee plus a monthly subscription) and run **Partner OS**, a referral partner program: approved partners earn commission whenever a business they refer becomes a paying FlowOps client.

In short: you share a link. When someone signs up through it and actually pays FlowOps, you earn a percentage of that payment — automatically tracked, held briefly for safety, then paid out to your M-Pesa.

2 What You'll Be Referring

Starter

Small businesses starting with one WhatsApp / web automation

KES 40,000

+ KES 8,000 / month

- WhatsApp FAQ bot (1 number)
- Website chat widget
- Up to 1,000 conversations/mo
- Basic lead capture
- Email support (48h)

Growth

Growing SMEs that need receptionist + CRM-style follow-up

KES 80,000

+ KES 15,000 / month

- Everything in Starter
- Up to 5,000 conversations/mo
- AI Receptionist (WhatsApp + web)
- Appointment booking
- CRM & email follow-ups
- Analytics dashboard, priority support

MOST POPULAR

Enterprise

Multi-location orgs, complex integrations, voice / ERP

KES 250,000+

Custom MRR (quoted)

- Custom AI employees
- Voice AI
- ERP / custom integrations
- Dedicated success manager
- SLA & executive reporting

Enterprise is always consultative — final setup and MRR are confirmed on the commercial quote/invoice, and your commission follows those confirmed figures.

3 Why We Charge Setup + Monthly (and Why It Matters to You)

FEE	WHAT IT COVERS
Setup (once)	Discovery, configuration, integrations, go-live, initial training
MRR (monthly)	Hosting, model/runtime costs, monitoring, ongoing support & improvements

This matters to you as a partner because **you share in both**. A closed deal creates immediate cash for you (setup commission) *and* six months of ongoing recurring value (MRR commission) — not just a one-off finder's fee.



4 How Partner OS Works for You

What you get as a partner

- A tracked personal referral link (flowops.africa/r/yourcode)
- Your own public partner mini-page (flowops.africa/p/yourslug)
- Creative Studio — branded posters & stories with your QR code, ready to share
- A live Wallet showing every referral as **Held** → **Available** → **Paid**
- Payouts via **M-Pesa** (primary) or Paystack where configured, weekly or monthly

What stays with FlowOps

FlowOps retains the client relationship, pricing, delivery and support. As a partner, you earn for the referral and conversion — you're not expected to deliver the AI service yourself unless separately contracted.

5 Commission Schedule (v1)

15%

OF PAID SETUP FEE

10%×6mo

OF MONTHLY MRR

14 days

HOLD BEFORE PAYOUT

KES 2,000

WEEKLY PAYOUT MINIMUM

Setup commission = **Setup (KES) × 0.15**

MRR commission = **(MRR (KES) × 0.10) × 6**

Total partner earning = **Setup commission + MRR commission**

MRR commission is **accrued in full** at the moment the client's first payment is confirmed — you don't have to wait month by month for it. It exists because setup alone would under-reward partners who close high-subscription deals; sharing 6 months of MRR aligns your incentive with FlowOps' recurring revenue.

Why the 14-day hold? It protects both sides against refunds, chargebacks, reversed transfers, early cancellations, disputes, or a premature "paid" confirmation. During this window your commission shows as **Held**; once cleared it becomes **Available**, then is paid on your chosen cadence.

6 What You Earn, Plan by Plan

Starter		Growth ★		Enterprise	
Setup 40,000 × 15%	6,000	Setup 80,000 × 15%	12,000	Setup 250,000+ × 15%	37,500+
MRR (8,000 × 10%) × 6	4,800	MRR (15,000 × 10%) × 6	9,000	MRR × 10% × 6	quoted
You earn	KES 10,800	You earn	KES 21,000	You earn	Quoted



Illustrative Enterprise examples

SETUP	MRR	SETUP COMMISSION	MRR COMMISSION	TOTAL
250,000	30,000	37,500	18,000	KES 55,500
250,000	50,000	37,500	30,000	KES 67,500
400,000	80,000	60,000	48,000	KES 108,000

Final Enterprise commission always follows the confirmed paid amounts on the admin payment confirmation — not the marketing "from" price.

7 How Money Moves From Client to You

- 1 You **share your link** or partner page (WhatsApp, social, in-person)
- 2 The **lead is attributed** to you via a 90-day cookie window
- 3 The **client pays FlowOps** (M-Pesa, bank transfer, or cheque)
- 4 FlowOps **admin confirms payment**, matched to your attributed lead
- 5 Commission is logged as **Held** for 14 days — you're notified immediately
- 6 After the hold clears, it becomes **Available** — you're notified again
- 7 **Paid** to your M-Pesa (or Paystack) on your weekly/monthly payout run

Rules that protect the program (and you)

- 1 Clicks and leads are not payable on their own — only **confirmed paid conversions** earn commission.
- 2 Every payment reference is **unique** — the same M-Pesa/bank reference can never be confirmed twice.
- 3 **Self-referrals are prohibited.**
- 4 Refunds or chargebacks that happen **during the hold period** reverse the related commission.
- 5 Attribution uses a **90-day cookie window**, tracking first- and last-touch, with final credit following the confirmed payment.

8 Getting Started as a Partner

- 1 **Apply** at flowops.africa/partners/signup
- 2 **Accept** the current Partner Terms (v1.0)
- 3 **Complete KYC** — legal name, national ID, ID image, selfie/liveness check, and M-Pesa phone number



- 4 Pass the **uniqueness check** — one national ID and one M-Pesa number per partner
- 5 Get **approved** by FlowOps admin (or auto-activate after KYC, where enabled)
- 6 Set your **payout profile** — M-Pesa number or Paystack recipient, weekly or monthly cadence
- 7 **Start sharing** your link, page and Creative Studio assets — and watch your Wallet

9 Quick-Reference Rate Card

FlowOps Africa — Client Prices

PLAN	SETUP	MONTHLY
Starter	KES 40,000	KES 8,000
Growth ★ Most popular	KES 80,000	KES 15,000
Enterprise	KES 250,000+	Custom

Partner OS — Commission (v1)

EARN ON	RATE
Setup fee	15%
MRR	10% × 6 months
Hold period	14 days
Weekly payout minimum	KES 2,000
Starter partner earning	KES 10,800
Growth partner earning	KES 21,000

Ready to start earning with Partner OS?

Apply at flowops.africa/partners • hello@flowops.africa • +254 768 049 757

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This guide summarizes the commercial rate card and partner program terms current as of publication. See flowops.africa/partners/terms for the full legal terms.