



PARTNER ENGAGEMENT LETTER - EXHIBIT B (COM- MERCIALS AND VALUE REALIZATION)

EXHIBIT B

Commercials and Value Realization

This Exhibit B is attached to and forms part of the **Partner Engagement Letter**.

1. Commercial Model

- **Commercial model type.** [[CommercialModelType]]
 - Examples (non-exhaustive): fixed fee, time and materials, subscription, value-based, hybrid.

2. Fees, Rates, and Pricing Basis

- **Fees / rates.** [[FeesAndRates]]
- **Pricing basis.** [[PricingBasis]]
- **Invoicing cadence.** [[InvoicingCadence]]
- **Payment terms.** [[PaymentTerms]]

3. Value-based elements (Optional)

If applicable:

- **Value definition.** [[ValueDefinition]]
- **Verification method.** [[ValueVerificationMethod]]
- **Measurement window.** [[MeasurementWindow]]
- **Compensation basis.** [[ValueBasedCompensationBasis]]
- **Payment timing.** [[ValueBasedPaymentTiming]]

4. Expenses (Optional)

- **Expense policy.** [[ExpensePolicy]]

5. Non-Solicitation and Non-Circumvention (Optional)

If applicable to the Partner Class and engagement context, include scoped protections tied to Alescent-enabled exposure without prohibiting general competition:

- **Protected Partner Accounts.** [[ProtectedPartnerAccountsDefinition]]
- **Protected Partners.** [[ProtectedPartnersDefinition]]
- **Restricted period.** [[RestrictedPeriod]]
- **Pursuit protection (pre-commercial non-circumvention).** [[PursuitProtection]]



6. Dispute Resolution Overrides (Optional)

If the Parties agree to a different dispute mechanism than Section 12 of the Engagement Letter, specify it here:

[[DisputeResolutionOverride]]