Implement AI

PARTNER PROGRAMME

Sell AI workers to the clients you already serve.

The Implement AI Partner Programme for referral and reseller partners: the opportunity, the two ways to take part, what you earn, and how to start.

VERSION	**1.0**
DATE	**16 OCTOBER 2026**
ISSUED BY	**IMPLEMENT AI LIMITED**
FOR	**PROSPECTIVE AND CURRENT PARTNERS**

SECURITY AND TRUST

ISO/IEC 27001 2022 CERTIFIED

NHS DSPT Standards met 2026-27

EU AI ACT 2024/1689 ALIGNED

CYBER ESSENTIALS CERTIFIED

THE OPPORTUNITY

Every client needs AI workers. Almost none can build them.

Implement AI builds, hosts and runs the workers. You own the client, and you earn on every one. No AI expertise or delivery team needed: you bring the relationship and the sector knowledge.

£75.1bn

UK business process outsourcing in 2025. A labour market, not a software market.

75%

of contact centre cost is people. Partners sell the team, priced as labour.

65%

of UK firms with ten or more staff are not yet using AI.

The gap is a services gap. Partners earn in it.

Clients already run call centres, back offices, collections desks and reception teams. They cannot hire fast enough, and they will not build AI workers themselves. The partner who holds the relationship fills the gap.

Workforce as a service

The call centre, the back office, finance and collections, reception and scheduling. Priced as the monthly cost of the workers, against the team that would otherwise do the work.

Most firms have not started

Lack of expertise is one of the top barriers to AI in UK firms. The decision usually goes to the adviser or supplier the client already trusts.

A route in that others do not offer

Most AI companies have no partner model, so a partner cannot earn on their usage. With Implement AI you earn on every client, every month.

WHO THE PROGRAMME IS FOR

- MSPs and IT support providers
- Comms dealers and telecoms resellers
- IT resellers and VARs
- Systems integrators
- Software development houses
- Consultancies, small and large
- Management and operations consultants
- Fractional CTOs, CIOs and COOs
- BPOs and outsourcers
- Contact centre and answering service providers
- Accountants and business advisers
- Franchise consultants and franchisors
- PE and M&A advisers
- Microsoft, CRM and ERP partners
- Marketing, CX and digital agencies
- HR and recruitment consultancies
- Industry bodies and network owners
- Sector specialists: healthcare, property, finance, trades

> **The ship is leaving the harbour. If you are not AI native within two or three years, you will struggle to compete.**
>
> Piers Linney MBE, Executive Chairman, Implement AI

TWO WAYS TO TAKE PART

Introduce, or sell and own the client.

Start where your business sits and move up the levels as you go.

REFERRER PARTNER

Introduce

You make a warm introduction. Implement AI sells, sets up, delivers and supports the client.

WHAT YOU EARN

10% + 10%

10% of the setup fee and 10% of the first-year subscription, paid once the client pays. On AIOS Scale (£10,000 setup, £2,500 a month) that is up to £4,000 per client in year one, less where the setup fee is discounted.

- No quotas, no targets and no delivery work
- Every deal and every commission visible in your partner portal
- Best for advisers, consultants and network owners who introduce rather than deliver

RESELLER PARTNER · OPERATOR LEVEL

Sell and own the client

You own the relationship, set the price and send one bill. Implement AI builds, hosts, supports and runs the workers.

WHAT YOU EARN

20% below RRP

Buy AIOS at 20% below list price at Operator level and sell at a price you set. Add your margin on credits and your own services on top.

- Your brand, powered by Implement AI: your logo in the portal
- No configuration and no certification needed to start
- Best for MSPs, resellers, consultancies, BPOs and sector specialists

Four ways one client pays a Reseller Partner

01 Plan margin
Every month, for the life of the client.

02 Credits
Grows as the client uses more. You set the price a credit sells for.

03 Your advice
Scoping, programme leadership, governance and oversight, priced by you.

04 Expansion
The next job, more seats, the next plan. The client already trusts you.

Implement AI runs the workers

- Setup and configuration
- UK hosting and security
- Technical support for every agent
- The daily morning report

You own the client

- The relationship and the invoice
- Advice to get the best from the agents
- Spotting and scoping use cases
- Your own services on top

RESELLER PARTNER LEVELS

Partner mark and margin grow with each level. Only Operator is available today.

Operator AVAILABLE NOW
Sells and owns the client; Implement AI configures and supports. 20% off RRP.

Configurator COMING NEXT
Certified to make agreed configuration changes for its clients. Higher discount.

Architect LATER
Designs and delivers wider workforce builds. Higher discount again.

PROOF

Where the workers already deliver.

Live with clients across healthcare, dental, pharmacy, field services, property and more, on the phones, computers, emails and systems they already use.

100%
pick-up, with a callback under 60 seconds
LETTINGS

£573k+
revenue detected across 5 sites in 2 months
MULTI-SITE DENTAL GROUP

1.8%
AI error rate against 7.2% for people
UK CLAIMS SPECIALIST

1,800
calls handled in a day at peak
PROPERTY EDUCATION

WHAT YOUR CLIENTS WILL ASK FIRST

- ISO/IEC 27001:2022 certified information security management
- UK hosted on Microsoft Azure
- Cyber Essentials certified
- Client data never used to train models
- A daily report of everything the workers did
- Rules you can read and edit

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Implement AI Ltd. operates an Information Security Management System certified to ISO/IEC 27001:2022 by Prescient Security. Implement AI Ltd. has completed the NHS Data Security and Protection Toolkit 2026-27 self-assessment with the status Standards Met (published 1 October 2026). Implement AI designs, builds and operates its AI services in line with the EU AI Act (Regulation (EU) 2024/1689).

FOUR STEPS TO YOUR FIRST CLIENT

1 — Sign up
Your partner portal and your own AIOS account, loaded with example workers to demo.

2 — Get trained
Short video modules on selling and scoping, plus job cards and a sizing sheet.

3 — Register a deal
Your client is protected for 60 days from the day you register.

4 — Sell and bill
Your client, your price, your invoice. Referrer Partners introduce, and are paid when the client pays.

Join the Partner Programme.

Book a 15-minute partner call, or sign up online. Start as a Referrer Partner or at Operator level, and climb from there.

implementai.io/partners

Implement AI — **Grow your workforce. Not your payroll.**

Commission, partner pricing and levels are set out in the Partner Programme Plan and the Referrer or Reseller Programme Agreement. Prices exclude VAT. Results are from live client deployments; figures as at October 2026.