



Operate at the Frontier.

Launch an AI service for your clients.

We build it with you. Resell it: you keep the client, the price and the margin. Or refer it and earn a share.



FOR

Accounting and fractional-CFO firms with
NetSuite clients

ISSUE

October 2026

FROM

FrontierERP Partnerships ·
partners@frontiererp.ai

Launch an AI service for your clients. We build it with you.

For accounting and fractional-CFO firms with NetSuite clients.

WHAT YOU GET

A service to sell. Start with one finance problem.	Built with you. We build your first two client workspaces together.	Client stays yours. We do not sell directly to clients you register.
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HOW IT WORKS

- 1 Pick one NetSuite client and one request you want to deliver.
- 2 Your or your client’s NetSuite administrator connects a read-only integration role, never us. We build it with your team.
- 3 Your team runs it, with our support. You bill at your price.

WHAT IT COSTS — *per client workspace per month*

Founding, first 3 firms	\$1,000 , or the band if lower, for 12 months
Standard, by client count	\$1,250 · \$1,000 · \$800 for 1–4 · 5–14 · 15+ clients
Our list price	\$2,500

SERVICES TO SCOPE TOGETHER

- P&L and 13-week cash forecasts
- Customer and product profitability
- Monthly management reports

Each is a Capability Pack, a drop-in solution. More are rolling out.

TERMS

You set your client’s price.

Or refer the client: we contract and bill it, and you earn 25% of what it pays us for 24 months.

Month to month, 30 days’ notice.

USD; CAD for Canadian firms, quoted in writing.

EXAMPLE, NOT A PROMISED RESULT.	One client, one month: you bill at list, \$2,500, pay the founding \$1,000, and keep \$1,500 before your costs.
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Alongside you.

You name a practitioner. We build the first two workspaces together, then support your team.

If you leave.

The client removes our access in three steps, its own to run. When you bill the client, the client and the contract stay yours.

Next step. Reply with two or three times that suit you.

We will build one client request with you, at no charge. partners@frontiererp.ai

Three ways to work with us

Pick the approach that fits your firm.

All three: month to month, 30 days’ notice · USD; CAD quoted per firm in writing.

	A · Resell, built with you	B · Referral	C · Your firm as our customer
In one breath	You sell an AI service at your price and keep the margin; we build your first two client workspaces with you and reach clients we could not reach alone.	You introduce a client and earn 25% of what it pays us for two years, with no billing or delivery; we win a client through an adviser it trusts.	You run our platform in the background and deliver forecasts and monthly reports as your own service, without hiring a data team; we gain one customer serving many clients.
Fits when	You want your own service line.	You want no billing or delivery role.	You want to do the work yourself.
Who contracts	Your firm, with your client.	We do, with the client.	Your firm, with your client.
Who bills	You bill your client at your price; we bill you per client workspace per month.	We bill the client at list.	We bill you, priced per firm, quoted in writing.
Who delivers	Your practitioner, with us on your first two client workspaces.	We do. You introduce the client.	Your practitioner, as your own service, with us on your first two client workspaces.
What you earn	Your price, less ours: \$1,250 · \$1,000 · \$800 by client count, or at most \$1,000 for 12 months as a founding firm (page 5).	25% of what the client pays us, for 24 months from its first paid month.	Your price for the service, less ours.

WHAT EACH APPROACH INCLUDES	A	B	C
A free first build before you commit	✓	✓	✓
Your first two client workspaces, built with your practitioner (page 4)	✓	—	✓
Two training sessions for your named practitioner	✓	—	✓
Troubleshooting support, first response within one business day (page 6)	✓	—	✓
Registration from introduction; no direct selling into it (page 5)	✓	✓	✓
A quarterly pipeline review with us	✓	✓	✓

— not part of that approach: on referral, the client is our customer and we deliver.

How onboarding works

- 1

One client to start. You create an organisation for that client before anyone connects.
- 2

Your or your client’s NetSuite administrator connects, never us. One session on the Administrator role: enable four NetSuite features (SOAP and REST web services, server SuiteScript, token-based authentication), install our bundle, assign its integration role, run Automatic Setup, connect, confirm.
- 3

We confirm before we build: the connection shows your client’s own account, and one question returns its own subsidiaries.
- 4

We build the first two workspaces with your practitioner, within 10 business days of the connection.
- 5

Two training sessions. The second runs without the firm’s owner.
- 6

Your client stays registered to your firm from the day it connects.

WHAT YOUR CLIENT SHOULD KNOW

The integration role can view records and cannot change them; it can update our own scripts. Removal is three steps, theirs to run: in NetSuite, delete our access token, integration record, role assignment and config file; uninstall our bundle; remove the connection in the app.

SEE IT WORKING

frontiererp.ai/docs/sales-pipeline-health
frontiererp.ai/platform/analytics

YOUR CLIENT’S DATA	Read-only integration role you control. Every answer shows its query and rows. Your data is never sent in bulk to an AI model provider — it sees a small preview; the analysis runs in Frontier’s own secure compute. Column-level redaction inside NetSuite means sensitive data never leaves NetSuite. Data minimisation by default; privacy and security posture continuously strengthened.
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Next step. Reply with two or three times that suit you. In 25 minutes we hear about your firm and one client request; we build it at no charge and review it with you on a set date.
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How the program works

Month to month, 30 days’ notice either side. USD; CAD quoted per firm in writing.

RESALE PRICING — *per client workspace per month*

1–4 clients	\$1,250
5–14 clients	\$1,000
15 or more clients	\$800
Founding, first 3 firms	\$1,000, or the band if lower, for 12 months

HOW YOUR BAND IS SET

Set each month by the number of client organisations with a billed workspace that month. No annual lock: if the count falls, the lower count’s band applies.

Organisations, not workspaces: one client counts once, however many workspaces it holds. The band’s price applies to every client workspace.

Founding: for 12 months from your first billed month, the lower of \$1,000 and the band for that month’s count; from month 13, the band.

Approach C: priced per firm, quoted in writing.

REFERRAL PAYMENTS — *approach B*

How much	25% of what the client pays us, for 24 months from its first paid month, on cash received: nothing is owed on an invoice until the client has paid it.
When	Within 30 days after each calendar quarter ends, with a statement by client.
What counts	The client’s recurring subscription payments to us, net only of refunds and credits actually issued to that client. No other deductions.
Currency and tax	Paid in the currency we billed. Before the first payment, send us the tax form your jurisdiction requires.

REGISTERING A CLIENT — *every approach*

At introduction	Email partners@frontiererp.ai with the client’s name, a contact and the approach, A, B or C. We confirm or decline in writing within 5 business days.
Declined when	The client is already our customer, already in an active conversation with us, or already registered by another firm. The first accepted registration wins; a contested one is decided on written evidence of involvement.
Protection	An accepted registration protects the prospect for 6 months and extends on request while a live conversation continues. From the day the client connects, it stays registered to your firm.
Always	We never sell direct into a registered prospect or client, in any approach. Disputes go to partners@frontiererp.ai .

Support, exit and what we ask

How the program works, continued.

SUPPORT INCLUDES — *A and C*

Troubleshooting of the platform and of your two co-built workspaces, through support@frontiererp.ai.

Monday to Friday, 09:00–17:00 Eastern; first response within one business day.

A platform outage: put “urgent” in the subject and it escalates the same day.

One accountable person on our side, named at onboarding and reached through our role mailboxes.

NOT INCLUDED

Client workspaces beyond the first two: your trained practitioner builds them, and a build by us is quoted separately.

Custom development.

An hours bank or a dedicated team.

IF EITHER SIDE LEAVES — *30 days’ notice*

Referral	On an ordinary exit, earned sums are paid on the normal schedule and the client’s receipts keep qualifying through the rest of its 24 months. On an exit for breach, earned sums are still paid; future receipts stop qualifying.
Resale and C	Live workspaces run to the end of the paid month; your client chooses to continue direct, move with your firm, or close. We hand over on the client’s written instruction and remove your firm’s access; outstanding invoices stay due.
Program changes	30 days’ written notice. Accrued commission and a running founding price never change.

WHAT WE ASK

One real client to start.

For A and C, one named practitioner, trained in two sessions.

Case-study rights at day 90; anonymized is fine.

A quarterly pipeline review.

NOT OFFERED

Certification, or equity for joining.

Exclusivity or a non-compete, either way: we neither offer nor ask for them.