

### TOGETHER

with YOU in our network



BECOME OUR <mark>EXCLUSIVE</mark> PARTNER







## JUST WHAT IS NETTL?

Thanks for asking. Nettl is a business system.

It's a bolt-on partnership. Made for graphics businesses like yours.

Keep your existing brand. And add Nettl. To extend the range of things you can do for your clients.

Use your existing team's skillset to do more. Take advantage of Nettl's suite of marketing to engage new clients and keep in touch with existing ones.

Nettl is the largest network of neighbourhood web, print and design studios in the UK. We have hundreds of Nettl locations around the world. We're in Australia, America, Belgium, England, France, Ireland, New Zealand, Scotland, The Netherlands and Wales.

Nettl helped these businesses diversify to become the *go-to place* for all the things their clients now need. Websites. SEO. Print. Signage and exhibitions.

We'd like you to be a part of it too.

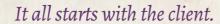








# WHY DOES THE WORLD NEED NETTL?



We always think that's a very wise place to begin.

In the old days, clients invested their marketing spend on print-based advertising.

Nowadays, the first thing a start-up business wants is their website. So that's where Nettl starts too.

But it's certainly not where it ends.

You've probably noticed that business cards aren't first on anyone's shopping list anymore. You might still sell lots of them. So do we. It's just that clients are putting their energy into other marketing channels *first*.

After their website, they need help with email marketing and search engine optimisation. And signage. Exhibition graphics. And then, probably a heap of print and promo items.

So Nettl does all of those things.

And a bit more too.







#### HOW DID THE NETTL STORY BEGIN?

A long time ago, we had hundreds of print shops.

We began opening and licensing print shops twenty years ago. We franchised them all over the place. Then the world started to change.

It's not that clients don't buy print anymore. *Of course they do.* 

It's just that the creative relationship starts with the person who designs the *first thing*. Since that thing is often a website, nowadays that's often the web designer.

Admit it. You've probably cursed the web guy who sent you a 72 dpi RGB logo to print. Well, now files that might have gone to a print shop are being uploaded every day to online printers. Hurts, doesn't it?

We know. Because, we were once the print shop.

Of course, we delivered clever creative. And magical marketing. But print was our DNA and we had a network of print stores, sprinkled all around the globe.

Gradually, clients stopped coming in. Things got harder. Our margins eroded. And so we changed.

We became Nettl.







## WHAT DO CLIENTS WANT NOW?

They want it all. And there's been a convergence.

Clients don't want multiple creative relationships.

They hate explaining their brand to a sign guy, a web girl, some expo dude and then a printer.

They want *one person* to take care of it all. Someone local, who can do their website, then their SEO, then all the printing they need. *Could that be you?* 

Once upon a time, a website was just a homepage, *about us* and a contact form. Then clients started wanting to do more. To take payments. To sell things online. On the move. On mobile devices. With stock synced to their back office system. Put up online appointment booking forms. With live availability of time slots.

And that's when this stuff got real.

Design isn't just design any more. You're being asked to work with ecommerce or booking systems. To design for stretchy fabric displays or aluminum signs. To keep up with new tech and SEO.

Nettl makes it easy for clients to navigate. We simplify. We cut out the jargon. We don't patronise people. (That means talking down to them. Just kidding.)







#### LEARN THEN SELL, LEARN THEN SELL



Maybe you've done a little web. Perhaps you've sold absolutely loads. Or it might be you've done none at all. It doesn't matter how experienced you are. Nettl helps graphic professionals – like you – to handle different types of web projects.

If you're starting out, doing your first site can be daunting. That's where our training comes in.

We think it's best to take a staged approach. So we deliver our training in chunks. Nettl Academy is your ongoing journey. Our core training sessions, integral to becoming Nettl certified, are the best starting point. Your training will incorporate live online sessions, recorded videos and offline course work.

Get started building beautiful mobile websites with *Nettl Tech* training. Sell some, get some under your belt.

Then with *Nettl Advanced*, learn how to add interactive functionality like online bookings. With *Nettl Commerce* learn webshops and click and collect. Feel confident to sell those to clients. Grow your skills at your own pace.

Then you're ready for the next part.



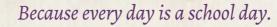








#### WHAT ELSE WILL YOU TEACH ME?



Before you start your Nettl, we'll train you. Individual online sessions and group learning. Your licence fee includes places on the Nettl Academy training courses.

**5Ps** teaches you how to sell and manage web projects. Starting at the sales pitch through to client proposal and all the way to project delivery.

**Contract review** covers how to manage client expectations so that projects and orders go right. Every time.

**Design for production** shows you how to prepare graphic files for print and fabric displays, using our automation to get the most out of proofing and file checks.

**Nettl Tech** introduces you to building responsive websites and getting started with the Nettl platform.

As you become more experienced there are other advanced courses available on topics like **eCommerce**, **click+collect**, **UX web design** and **SEO**.

The world changes weekly. That's why we deliver online training surgeries, hosted by the Nettl Geeks. Drop in and watch live, or watch them back on our catch-up on-demand video library.

Nettl is about continuous learning. So we all get smarter.

Learn more at www.nettlacademy.com







## IS THE NETTL PLATFORM FLEXIBLE?

It's probably more flexible than a yoga instructor.

Clients come in all different shapes and sizes. So why should their websites all be the same?

Nettl is *platform agnostic*. By that we mean, we don't force a client into a solution that isn't suitable for them.

Nettl is **not** just a website builder. It's not some rigid template. *It's a way of working.* Using the right tools for the job.

The Nettl SYSTEM allows your team to effortlessly install different types of website platforms. With just a few clicks. The platform you choose will depend on which is right for the client. And we'll train you how to select and build the right one.

We tailor our support around the most popular platforms. And we make it easy to install upgrades, monitor performance and add plug-ins.

All from within the Nettl system.













#### YOU BUILD RECURRING REVENUE STREAMS

Nothing feels like collecting cash while you sleep.

You love the buzz of chasing down those final orders on the last day of the month. The *high fives* as you smash your personal best.

And then dawn breaks.

A new day.

A new month.

And the counter resets to zero.

Not for a Nettl.



Every website you sell has the opportunity to build recurring revenue streams. Websites need hosting (we integrate with AWS for hassle-free cloud hosting). That's usually paid monthly. Domain names need renewing annually. SSL certificates need updating, to keep sites secure. Websites need to be optimised with SEO and maintained with monthly Care Plans.

Some of these could be small payments. Maybe just a few pounds at a time. Easy to forget without a proper system. But they soon start adding up.



All these subscriptions are handled elegantly in Nettl SYSTEM. Connect your bank account via Stripe and get paid automatically by credit card or DD.

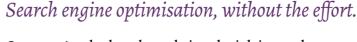
While you sleep.







#### HELP YOUR CLIENTS TO GET FOUND WITH SEO



Once you've deployed a website, the job is not done.

Launching a site is like sticking up a billboard in the Sahara. Nobody will see it, unless they can find it.

That's where Search Engine Optimisation – or SEO – comes in.

Now, SEO has a bit of a bad reputation. And there are plenty of snake oil salespeople ready to scam.

Usually with *black hat* techniques, intended to deceive search engines.

With Nettl, you sell an SEO package to your clients. And all the hard work is done centrally and efficiently for a fixed fee. Using techniques which aren't cheating or going to get you in trouble.

What's more, to sell SEO services, you don't even need to have built the original website. Just think about all the businesses in your neighbourhood who you could help.

Those who already have a website are potential clients too.







#### PROMOTE YOUR CLIENTS OFFLINE TOO

You might be thinking Nettl is all about websites.

No. Nettl is *so much more* than websites. The journey might well start with a website. *You know that, because you were paying attention earlier*. But it could also start with exhibition displays. Some business decor. Or some printed brochures.

Nettl partners access a full range of printed marketing collateral. With product supply chain hooked-in.

Fancy print. Fabric displays. Promo stuff.

Thousands of print prices are already calculated. You buy from us at wholesale *transfer* prices. You sell to clients at a retail price. We take care of the billing and you can track order progress through the system.

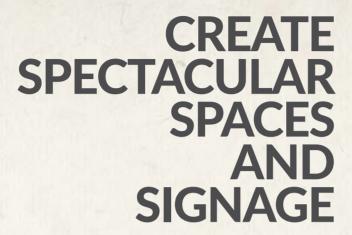
If you're already outsourcing your printing needs Nettl removes the admin burden, simplifies the process, and automates the touch points.

Nettls personal shopper and crowdprice function means you'll always find what your clients need, and be confident you're getting the best prices.

How will you use the time and money you save?







Sometimes it's not what you say, but how you look when you're saying it.

Helping clients look their best is what it's all about, it's what you do every day. So Nettl seamlessly plugs in the tools and supply chain needed for you to create enourmous eye-catching displays without the enourous price tags.

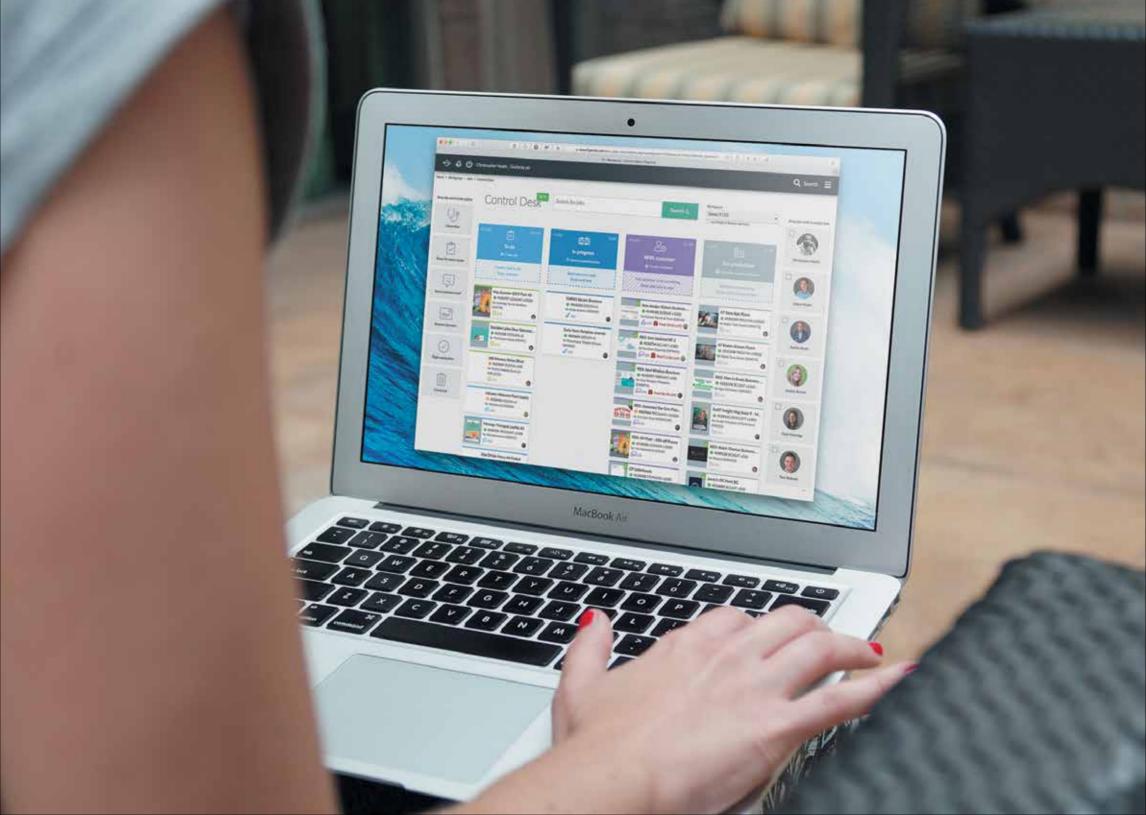
Help your clients stand out at expos, build their brand with promo items from umbrellas to socks, from deck chairs to desks covers.

Reseach shows people work quicker in an enriched environment. Make your clients workspaces more productive with some branded business decor and help keep them safe with branded sneeze guards and sanitiser stations.

Your clients can place orders (and reorders) online at nettl.com. You'll automatically get notifed about those, with payments made online. We'll even automatically fix files they upload, as part of the checkout process.

And you get a smart, cloud-based, management system to handle multiple projects going on at one time.

We should tell you a bit more about that, actually.





#### WORK YOUR BACK OFFICE SMARTER

Everything to make your studio run efficiently.

There are lots of clever software apps on the market to take care of the things you do everyday.

We've put all the important things in one place, in Nettl's back office, powered by w3p. And we've been developing it over two decades. We've learned a thing or two about how to save a few minutes here and a few hours there.

w3p connects you to clients. Online payments. File uploads. Proof approvals. Invoice downloads.

Let them do the self-service things they want to do, so you can spend time on the important valueadded things.



w3p intelligently automates lots of little tasks. Like billing. Subscriptions. File preflighting.

It makes your team work more effectively.
Managing proposals. Projects. Tasks. Orders.

Even use it to manage your own in-house production, using a visual, drag 'n' drop kanban dashboard with an optional bundle.

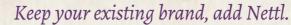
*Use built-in data analytics to help plan marketing activity.* 







#### HOW DOES CO-BRAND WORK?



So how do we work together?

We know you're famous in your town. Your business was built on your reputation. We wouldn't want to work with you if it wasn't.



Nettl is a bolt-on partnership. That means you keep your existing brand. And you co-brand Nettl with it.

You'll be known as the "Nettl of your neighbourhood." Once you're certifed, you'll be listed on nettl.com in our store directory. That might encourage prospective clients to visit you, so you'll need to have some Nettl branding on your premises. How much you choose is up to you. If you'd like to fit-out your entire store in Nettl style, our brand manual can help with colour schemes and decor suggestions.

But please know this. The Nettl system and marketing is not available as white-label. The Nettl brand and collateral is exclusively for Nettl partners. We don't allow others to use our clever copy, delightful diagrams, impactful imagery or illustrations.

Nettl is special.







#### USE NETTL MARKETING TO SELL



You spend your day working up ideas for clients.

Do you promote yourself as much as you'd like to? It's like the builder's own unfinished house. Clients always take priority. Of course they do.

Sometimes that means we don't do all the things we wake up with the best intentions of doing.

Nettl's partnership comes with a full suite of marketing, to help you sell.

Online and offline. E-shots and Brochures. Instore, direct mail, social media campaigns and for exhibitions.

In a friendly voice, saying new stuff each time. Fresh content, updated regularly. With a mix of helpful advice and promotion. You know how long it takes to create this stuff. Writing elegant copy takes time. Beautiful photography is an art. Get a whole library of marketing collateral at your fingertips.

A reason to contact existing clients and win new ones.

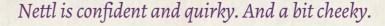
We'll provide a starter marketing pack as part of your initial license fee. You can order more as you need them or download the artwork to personalise and print yourself.

And persuade clients to buy from you.





#### USING THE NETTL BRAND



We asked ourselves a question:

How would our great grandparents have sold websites?

On the High Street. From their general store. In days gone by, when service was personal. And shopkeepers knew their clients by name.

And the answer is, The Nettl way. That's our brand north star.

A nod to the past. Good old-fashioned personal service.

Brought bang-up-to-date, with new-fangled technology.

Without cholera or scurvy.

We sell to businesses. But we believe, just because someone puts on a suit, we don't have to talk corporate. It's boring. We talk to them as humans. We try to make things fun. To engage and entertain.

(If you ever see a stock photo in our marketing of two suits shaking hands, please send help. You'll know we've been kidnapped.)

Clients tell us they like it. And we think your clients will too.

By the way, if you're wondering why we're called Nettl, you'll have to meet us in person to find out.







### NETTL IS EXCLUSIVE

#### You'd be the only Nettl in your neighbourhood.

We want Nettl to be known as the place where business does business. That means building a network of Nettl studios around the globe. We own some studios ourselves, to test and experiment. And others are operated by licenced partners.

If you decide to become a Nettl partner, then you'll be part of an exclusive tribe. We grant you your own exclusive territory. That means we won't allow another Nettl location in the same territory as yours. However, you're free to sell or market to clients anywhere – we don't restrict that.

PACKAGE	Businesses
Neighborhood	0 - 500
Village	501 - 1,000
Town	1,001 - 2,500
District	2,501 - 5,000
City	5,001 - 10,000
Metropolis	10,001 - 25,000

The size of your territory depends on business density. Quite simply, the more businesses there are, the bigger the opportunity. A square mile in central London has more businesses than a whole county in Yorkshire.

So our packages reflect that.

As with all things Nettl, we want to grow with you. You might choose to start small, then expand. You can upgrade your package at any time, by paying a small arrangement fee and then moving price tier.

However, once a territory is gone, it's gone.







PEOPLE?

We get asked that a lot.

It's a reasonable thought. Growth needs resources. But throwing people at a problem isn't the answer.

Nine ladies can't make a baby in one month.

Sometimes it's about being smarter.

A cheetah is the fastest animal on the planet.

Until you give a human a motorbike.

And that's the thing, you see.

Nettl is designed to make it possible to get more from your team. It uses your designer's existing skill set. And amplifies it. Turns it to eleven.

There may be times your team are maxed out. You might need some extra resource from time-to-time. Nettl: Creators are hooked in and ready to design websites for you, for a low fee. Same with SEO. You sell it, use our central SEO team to do the heavy lifting.

Gadzooks!

We nearly forgot.

There's one last thing you should know about.

The Nettl Geeks.





















### THE NETTL GEEKS ARE YOUR SECRET WEAPON

It's only easy when you know how.

Clients can be demanding. They want to push the boundaries. After all, they're entrepreneurs and want results.

But before you can quote for their web project, you need to know how to build it. Else it could take *days* more than you've quoted. *Weeks, even*.

And figuring out *how to*, takes time. Time that clients aren't paying for.

That's where the Nettl Geeks come in. They build *Fast Paths*. Those are the blueprints for the how-tos. Because every business type has common needs. Salons need appointment systems. Stores want click+collect capability. Financial advisors yearn for mortgage calculators. Restaurants desire online reservations.

The Nettl Geeks work out how to. The *Fast Paths* they create are essentially digital recipes. Your team can follow and edit these recipes. And get a known outcome for a known price.

They do a bit more, too.

But we'll come to that later.







### BECOME A GOOGLE PARTNER

You might have heard of Google. They're quite big.

Nettl is a Google Partner. You could become one too.

Why would you want to become a Google Partner?

Well, once you've sold a website, there are other services you could sell. We talked about SEO. That should be a part of a client's marketing mix. However, there's a more immediate way to drive traffic to a site. By using pay-per-click advertising. And Google AdWords is the largest player in this space.



If you're a Google Partner, you'll get access to more training, insights and resources.

Of course, there are standards required. You need to earn the right to wear the badge. Becoming a Google Partner gives your business more credibility and builds trust.

Google has many types of accreditations. We'll work with you to progress as far as you'd like.

Be part of a trusted community.























### WHO'S BEHIND NETTL?

A cast of hundreds, in different shapes and sizes.

Nettl is operated by Grafenia plc, a public company listed on the London Stock Exchange.

Grafenia has been licencing since 2001 and operate, or licence, Nettl locations around the world.

You'll meet and talk to many different people from the Nettl community. Some are based in the UK, some in other parts of the world.

Gavin Cockerill is our Acting CEO. Gavin has been with the business since 2001, working his way up the ranks. From account executive, to store manager, to regional director. He pioneered the launch and optimisation of some of our ecommerce platforms, before becoming Acting CEO in 2022.

Meet more of the team and read their profiles at nettl.com.









## WE'VE GOT YOUR BACK

### Nettl is a global community of people like you.

You're not alone. Become part of a network of professionals, with the same challenges and the same goals.

Sometimes things don't always go to plan. You get stuck. Something doesn't behave.

You need a bit of code to make that thing work. Maybe you've found a new problem. Surely someone has tackled the same thing?

That's where the Geek Channel comes in. It's a private global community. All our Nettl Geeks, franchisees and partner network together in one place.

From the mountains of New Zealand to the canals of Holland. The baking heat of Australia to the damp glens of Scotland. In one place, working towards the same things.

Ask a question on the Geek Channel and get help.

Friends don't let friends get stuck.









## WHAT DOES IT COST TO START?

*Nettl has low start-up costs.* 

As we only work with existing graphics businesses, we assume you already have most of what you need to become a Nettl. You'll have a Mac, with Adobe Creative Suite. You'll have internet access and you'll already be paying rent, rates and utilities for your Nettl.

How much you choose to invest will be up to you.

To become a Nettl, we charge an initial license fee of £4,995. That covers your classroom training and a starter marketing pack.

While the economy is recovering in 2021, we'll contribute up to 60% of the initial fee to help you get started:

SEQUENCE	REDUCED FEE	CONTRIBUTION
First 20	£1,995	60%
Next 25	£2,995	40%
Next 50	£3,995	20%

These contributions are strictly applied according to the date your agreement is signed.

Your Nettl will be up and running in no time.









We don't charge you a percentage sales royalty.

Our subscription fee is a fixed amount per month. We don't charge you a percentage of your sales.

Your monthly fee depends on the number of businesses in your territory.

In years 1 and 2, we discount your monthly fee. That's to give you extra support in the early days, so you can invest more in marketing, to get your Nettl location launched. *You're welcome*.

PACKAGE	Business	YEAR 1	YEAR 2	YEAR 3 ON
Neighbourhood	0 - 500	£299	£399	£499
Town	501 - 2,500	£499	£599	£699
District	2,501 - 5,000	£699	£799	£899
City	5,001 - 10,000	£899	£999	£1,099

#### **EXAMPLE PRODUCT**

£100	You sell to clients
£60	You buy from us
£40	Your margin

You'll be able to resell products and services that we provide. Things like hosting, fabric displays and SEO.

Each product or service has a published transfer price (which you pay to us) and a recommended retail price (which your client pays). The difference is your retail margin. You keep *all* of that.







# WHAT CAN I EARN WITH NETTL?

You get out what you put in.

Nettl is a bolt-on partnership. That means the types of businesses we bolt-on to are all very different. There's no such thing as a typical Nettl. In our global network, we have Nettl partners working on their own. And we have 12 person teams.

There are Nettl locations on high streets, in factories, in co-working spaces and in former banks. You'll find big superstores. And small stores-within-stores. In cities and in rural towns. In suburbs and centres.

We only licence Nettl to existing businesses. We expect you to know how to run your own business. Adding Nettl is an opportunity to move into new areas and establish new revenue streams.

Nettl is an outreach model. Like most business-to-business sales, we can't just wait for people to walk in. We have to go and find them. Talk to them. Impress them. Create great things for them.

One thing is common. Partners who put the most effort in, tend to get the most out of Nettl. The ones that consistently use Nettl marketing, who use the full suite of tools, who follow best practice.

They're our best performers. Will you be one of those?



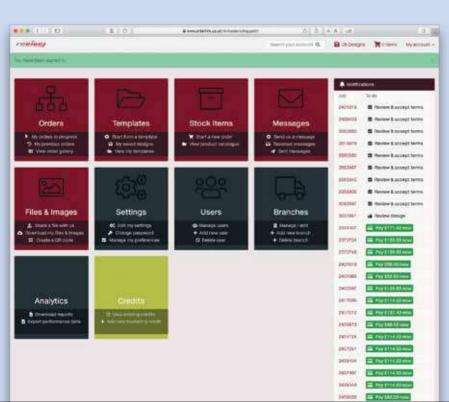


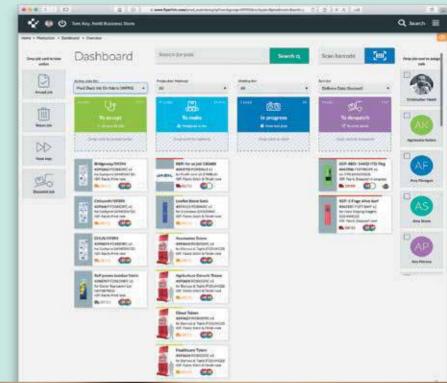


The DEAL

	Nettl CORE	Production Option	Web Shop Option	Templates Option
Create Wordpress & Brambl websites	✓			
Create WooCommerce & Brambl Basket ecommerce sites	✓			
Sell SEO packages, managed by Nettl Geeks	✓			
Access Nettl :Creators	✓			
Proposals, project and website task management	✓			
Subscriptions, recurring payments, invoicing, DD collection	✓			
Access to Personal Shopper, Geek Channel & Industry Insights	✓			
w3pin community support and global chat	✓			
Manage print, poster, exhibition and sign jobs	✓			
Manage and build your own print and sign products	×	<b>~</b>		
Full client CRM system and reporting	✓			
Access to 100 million stock photos from 59p each	✓			
Accounts integration with Xero or Quickbooks	✓			
Payment integration with Stripe, GoCardless, Paypal & Worldpay	✓			
Private Nettl branded client online ordering portal	✓			
Full shopping cart for online orders on nettl.com	✓			
Own brand private client ordering portal	×			<b>~</b>
Build and publish online templates, directly from Indesign	×		<b>~</b>	<b>~</b>
Own brand public web shop for online orders	×		<b>~</b>	
Access over 1m trade price print products	✓			
Listed on Nettl.com studio directory	✓			
Exclusive geographic territory	✓			
Use Nettl branding and marketing collateral	✓			
Automated co-branded marketing	✓			
Pathway to become a Google Partner	✓			
Included in 0800 call routing and centralised marketing	✓			
Telepath call visualisation	✓			
Minimum contract term	3 years	3 months	3 months	3 months
Initial Fee* (Up to 60% contribution currently available)	£4,995 £1,995	+ £495	-	+ £249
Monthly subscription fee	£299 and up	+ £99	+ £99	+ £99
Nettl Academy online training	2 seats on 4 courses			
Additional academy places	From £99 per seat			











### **UPGRADE BUNDLES**

The core Nettl system allows you to manage multiple web,
print and sign projects in your studio. Every Nettl location
is different. Some have their own production. Some sell
their own products. You might want to upgrade with one of
our bundles once you get started.

**W3SHOP** 

**WEB SHOP** 

Full public eCommerce site

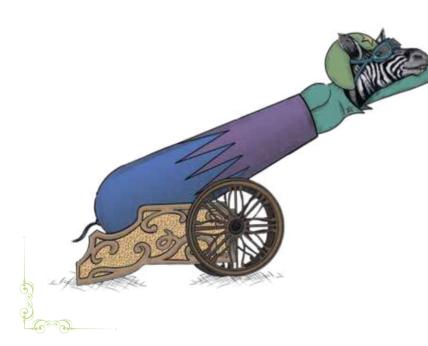
like www.printing.com,

self-branded in your style,

connected to your Stripe/

PayPal account.

+99/mo



### **DEPLOYMENT ROYALTIES**

**OPENSOURCE** 

Manage your own print & sign

products with Product Builder,

**Product Importer, Production** Dashboard, Stock Manager &

**PRODUCTS** 

Supplier Access.

£495 setup

+£99/mo

We don't charge a royalty on your turnover. Instead we charge a fixed deployment royalty when your website goes live.

Brambl	£29
Wordpress	£69
WooCommerce	£89
Plugins	Discounted

### **HOSTING**

Whilst you're designing a site, up to six months hosting is free. When the site goes live you pay for hosting at wholesale rate.

**PRIVATE CLIENT** 

**TEMPLATES** 

Build online templates,

directly from InDesign

ordering portals.

£249 setup

+£99/mo

& private client branded

per site per month

Brambl	from £3
Wordpress	from <b>£5</b>
WooCommerce	from <b>£7</b>





## WHAT'S Ready to grasp the Nettl? **NEXT?**



You probably have lots of questions. Perhaps you're a little bit more excited than you thought you would be. Don't fight those feelings. They're perfectly natural.

We know you'll want to take a look at our clever software. Have a demo of the Nettl system. See how it could save you time.

We'd like to have a chat. We can do that face-to-face. Or we can arrange screenshare demos, at a time that's convenient for you.

Remember, there's only one Nettl location available per territory. When yours is gone, it's truly gone.

So it comes down to this...

**Should you be the Nettl** in your neighbourhood?

Or would you rather compete with a Nettl.

Only you can decide.

Call us on 0800 211 8060 or email partners@nettl.com to start your Nettl adventure.

Your Nettl awaits.









0800 211 8060

partners@nettl.com

Third Avenue, The Village, Trafford Park, Manchester M17 1FG

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