

BRIGHTCOVE SOLUTION PARTNER TERM SHEET

Solution Partner	Om Strategic Broadcast Solutions Private Limited	Business Contact	+91 9810523668
Address	Kothi No. 5, Sector-3, Karuna Kunj, Dwarka, (Near Khushi Hospital)	Business Contact Email	osbsltd@gmail.com
Address	New Delhi-110075	Business Contact Phone	91-11-4570 1632
Effective Date	Date signed by Brightcove	Term	As set forth in the Agreement

Referral Fees

- **Video Cloud Orders:** Ten percent of the Platform License Fee paid to Brightcove for the first year of a signed annual agreement between an Accepted Referral (as defined below) and Brightcove. No Referral Fee will be due on any other items, and the Referral Fee specifically excludes fees relating to additional bandwidth or other entitlement packages, initiation or setup fees, professional services or training, overages, renewals, extensions or any other fees of any kind payable by an Accepted Referral to Brightcove.

Notes (if any)

In place of the Referral Fee listed above, Brightcove may, in its sole discretion, provide to Solution Partner a percentage of the deal based on the applicable percentage set forth in the chart below. This Referral Fee may be provided to a Solution Partner who is engaging in pre-sales activities such as active customer prospecting and marketing activities, organizing events, scheduling meetings between Brightcove and Accepted Referral and conducting sales presentations to prospective customers. By way of example, if Brightcove enters into a deal with an Accepted Referral for a new Video Cloud Order, Brightcove shall pay Solution Partner an amount equal to 25% of the fees set forth in the Order for the Initial Term and each Renewal Term thereafter during the Term of this Agreement.

Type of Order	Referral Fee
New Orders for Video Cloud	25%
Upsell of Existing Orders for Video Cloud	25%
New Orders for Non-Brightcove services*	25%
Renewal Orders for Non-Brightcove Services	10%
Professional Services by BGS	10%
New Orders for Zencoder	10%
Upsell of Existing Orders for Zencoder	10%

*Includes Akamai bandwidth and other Akamai products and services. Quova, Aspera, Adobe services etc. where such bandwidth products and services are in addition to any bandwidth products and services included in original platform license fee.


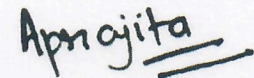
Payments shall only be paid out after Brightcove has received payment by Accepted Referral and provided the Accepted Referral is not otherwise in breach of its agreement with Brightcove.

To submit a Referral Request, Solution Partner may notify Brightcove via email to cgosse@brightcove.com.

ADDITIONAL TERMS

1. **Agreement.** This Solution Partner Term Sheet (the "Term Sheet"), is subject to, and incorporated by reference into, the Brightcove Solution Partner Agreement available via <http://files.brightcove.com/solution-partner-program-agreement.pdf> (the "Agreement"). By signing this Term Sheet, Company hereby accepts the terms of the Agreement, this Term Sheet and any exhibit to this Term Sheet.
2. **Referral Requests.** In order to submit a referral for Brightcove's consideration (a "Referral Request"), Solution Partner shall complete the referral form available at <http://go.brightcove.com/forms/en-prospect-referral/>. Brightcove may modify the referral form or change the procedure for making referrals on 30 days written notice. Brightcove shall have sole and absolute discretion whether to accept a Referral Request. Brightcove may accept a Referral Request in writing or, if Brightcove does not reject a Referral Request within 30 days of receipt of the Referral Request, the Referral Request shall be deemed accepted (an "Accepted Referral").
3. **Referral Fee.** To be eligible for a referral fee ("Referral Fee"), an Accepted Referral must result in a signed agreement between Brightcove and the Accepted Referral for the Brightcove Service within 90 days from the date the Referral Request was accepted (the "Referral Period") unless such period is otherwise extended in writing by the parties. For the avoidance of doubt, Brightcove shall have sole and absolute discretion whether to execute an agreement with an Accepted Referral for the Brightcove Service. Assuming Solution Partner is otherwise in compliance with the Agreement, the amount of the Referral Fee due to Solution Partner shall be as set forth above. Solution Partner shall only be entitled to the Referral Fees described above (i) during the time the customer remains a Brightcove customer in compliance with the Brightcove Master Service Agreement, including all payment terms therein, and (ii) provided that Solution Partner is in compliance with the Agreement.
4. **Payment.** Solution Partner must submit a written request to Brightcove at partnersap@brightcove.com for payment of any Referral Fees within 90 days from the date Solution Partner is eligible for a Referral Fee (the "Referral Payment Request") and Brightcove shall have no obligation to pay Referral Fees if a Referral Payment Request is received after such 90 day period. Assuming all other terms and conditions have been met under this Agreement, including that Brightcove has received payment from an Accepted Referral, payment of the Referral Fee to

Solution Partner is made on a quarterly basis approximately 60 days after the end of the Brightcove fiscal quarter during which Brightcove receives Referral Payment Request. Payments to Solution Partner will be made in the same currency in which Brightcove invoices the applicable customer. Brightcove's payments to Solution Partner may be made via check (or other agreed upon payment mechanism).

Brightcove Inc.	Company
	Om Strategic Broadcast Solutions Private Limited
Signature	Signature
TOMER AZENCOT	
Name	Name
VP & GM ASIA	Ms. Aprajita Srivastava
Title	Title
7/10/2016	Director
Date	Date : 30/09/2016

