

| | VALUE PARTNER PROGRAM | | PREMIER PARTNER PROGRAM | | |
|-------------------------------------|--|---|---|---|---|
| Requirements | Consignment | HW Deposit | System Integrator | Authorized | Distributor |
| Initial Purchase Terms | No initial commitment purchase required | Mandatory Minimum initial commitment purchase | Hybrid option to either purchase minimum order outright or no initial commitment | Initial purchases made must be in bulk | Purchase complete solutions outright and ensure exclusivity |
| MOQ (Minimum Order Quantity) | 10-25 units | 25 units | 50-100 units | 100 units and complete solution | 500+ units and complete solution |
| Marketing Support | <ul style="list-style-type: none"> • Product fliers • Product posters • Solutions brochures • Marketing videos • Mention on website reseller page | <ul style="list-style-type: none"> • Product fliers • Product posters • Solutions brochures • Marketing videos • Mention on website reseller page • Lead generation | <ul style="list-style-type: none"> • Product fliers • Product posters • Solutions brochures • Marketing videos • Mention on website reseller page • Lead generation | <ul style="list-style-type: none"> • Product fliers • Product posters • Solutions brochures • Marketing videos • Mention on website reseller page • Lead generation | <ul style="list-style-type: none"> • Product fliers • Product posters • Solutions brochures • Marketing videos • Mention on website reseller page • Lead generation |
| Pre-Sales Support | <ul style="list-style-type: none"> • Technical training • Product & solutions induction | <ul style="list-style-type: none"> • Technical training • Product & solutions induction | <ul style="list-style-type: none"> • Technical training • Product & solutions induction • Demo & testing onsite | <ul style="list-style-type: none"> • Technical training • Product & solutions induction • Demo & testing onsite | <ul style="list-style-type: none"> • Technical training • Product & solutions induction • Demo & testing onsite |
| After Sales Services | <ul style="list-style-type: none"> • Direct Technical Support contact | <ul style="list-style-type: none"> • Direct Technical Support contact | <ul style="list-style-type: none"> • Direct Technical Support contact • Periodic client referrals • Certification | <ul style="list-style-type: none"> • Direct Technical Support contact • Periodic client referrals • Certification | <ul style="list-style-type: none"> • Direct Technical Support contact • Periodic client referrals • Certification |
| Financing | Fixed volume pricing | Fixed volume pricing | <ul style="list-style-type: none"> • Special Bulk pricing • Discounts for prepayment • Tender prequalification support | <ul style="list-style-type: none"> • Special Bulk pricing • Discounts for prepayment • Tender prequalification support | <ul style="list-style-type: none"> • Special Bulk pricing • Discounts for prepayment • Tender prequalification support |