

Partner Program Overview

Criteria & Benefits (Excludes France)

PARTNER TIER:	 DIAMOND+ PARTNER	 DIAMOND PARTNER	 GOLD PARTNER	 AUTHORISED PARTNER
Quarter rebate target	2%	1%	×	×
% off RRP	23%	23%	18%	10%
Deal registration discount	10%	5%	5%	×
Demo kit*	Free Units**	Available - 40% off RRP	Available - 30% off RRP	×
Bonus for customer meetings	2%	×	×	×
Elite Rep program***	✓	×	×	×
Sales team	✓ 3 trained sales members; sales team training every 6 months; vendor days	✓ 2 online trained sales members; quarterly access to sales team	1 online trained sales member	×
Marketing support	✓ Subject to business plan approved by LocknCharge	✓ Subject to activity approved by Disti	×	×
Sales leads	✓ Priority from trade shows	✓	×	×
Revenue targets apply****	✓	✓	×	×
Business review	3 months	6 months	12 months	×
LocknCharge brand on reseller website	✓	✓	✓	✓

*Not to be resold without approval from LocknCharge otherwise at risk of de-selection from partner program. **Subject to deal / request being reviewed and approved by LocknCharge Sales Manager. ***See Elite Rep Program info. **** Revenue targets will be agreed with LocknCharge based on reseller's business plans. All benefits & pricing are subject to change at the distributor's discretion without notice.

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