



International Project Process

We are currently expanding internationally. We plan to offer certain integration companies the opportunity to become contracted Valcom resellers.

There may be multiple resellers in certain regions based upon Valcom's perceived business potential criteria.

All international integrators, reseller or otherwise, should register the projects that they have cultivated by filling out an International Registration Form (valcom.com/resources/international).

Once project registration is completed, Valcom will send a confirmation e-mail and the successful registrant will receive preferred pricing for that project.

Advantages to contracted Valcom resellers – Free Equipment!

In addition to preferred pricing for any registered project, resellers will be rewarded for effort to market Valcom's solutions in their regions.

Per the terms of their contract, resellers will receive a 5% equipment credit for all orders they place.

For example, if an reseller places an order for \$100,000, the reseller will be eligible for up to \$5000 of Valcom equipment which may be used towards any safety stock requirements, or once safety stock requirements are met, may be resold.

In return, resellers will be expected to provide local marketing, design assistance as well as first tier support for any projects that they have sold.

Valcom will also provide marketing support, design assistance and second tier support as required. Any leads Valcom receives will be equitably distributed to all regional Valcom resellers.

Terms are subject to change.

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