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# PROJECT REGISTRATION DISTRIBUTOR APPLICATION (CONFIDENTIAL)

Check One ___ Valcom ___ ES

Registration No. (Valcom Use Only) _____

Project Name/Phase _____ Project Location _____

End User Name _____ Address _____

Contact Name/Title _____ City _____

Phone Number _____ State _____ Zip _____

Fax Number _____

E-Mail Address _____

Distributor Name _____ Address _____

City _____ State _____ Zip _____

Spec-In Work Completed By _____

Distributor Contact _____ E-Mail Address _____

## Background of Specification Effort

## Installation Schedule

## Products Specified/Registered or Scope of Work

## Estimate Equipment Cost

*Attach Additional Sheet for More Part Numbers*

## For Valcom Use Only

### Distributor Products

| | Signatures | Date |
|---|---|---|
| Regional Sales Mgr. | | |
| National Sales Mgr. | | |
| **Project Incentive Percentage** | | |
| Officer | | |

### Engineered Systems

Exploratory Telephone Conference
Valcom Specialist/Enduser

Attendees Date _____

Webinar Date _____

# PROJECT REGISTRATION TERMS AND CONDITIONS

## Program Objective

- The Valcom Project Registration Program is an incentive program that rewards Distributors for their efforts in specifying Standard Distribution Valcom products or bringing Valcom to end-users with current opportunities in need of Engineered System Solutions.

## Program Rewards

- Valcom Distribution Product Specification – In addition to normal discount levels, Distributors will receive additional discounts on specifications calling out Valcom Products. In the event that a situation should occur where the registered Distributor is not successful in obtaining the project award and Valcom receives the project through a competing authorized Distributor, Valcom will provide the registered Distributor with a finder's fee equal to the amount of additional discount.
- Valcom Engineered System Solutions – Distributors will be able to quote these solutions which are normally not sold through wholesale distribution.

## Program Qualifications/Terms

### 1. Valcom Distribution Product Specifications

- A Valcom registered project is defined as a project where the registered Distributor has done the sales, marketing and/or engineering effort to cause Valcom products to be specified solely not merely as an alternate and is exclusively responsible for the Valcom product being specified. The Registered Distributor must provide documentation and substantiates that they were exclusively responsible for the identification and specification of Valcom products into a business opportunity where Valcom has had no previous active involvement.
- The registered project must be an End-User account and not a contractor and/or integrator.
- The project must be a valid business opportunity verified and approved by Valcom
- The project must be registered with Valcom prior to project quote process. No projects will be registered during the bid-stage. Distributor should reference project number on inquiries.
- A spec-credit incentive will be provided only for the parts specified for the registered End-User installation, within the quoted time period. The registration document will be effective for twelve months from the date of issuance and can be extended for an additional six-month period provided that Valcom approves the extension request by resubmitting the original form. Project pricing is subject to change after 30-days from the date of project registration.
- Minimum project value of $10,000 of Valcom products, based on the Distributor's Net Cost.
- Only one Distributor may register a specific project and qualify for an incentive.
- Valcom reserves the right to modify, revise, or cancel this program without prior notice.
- Project registrations are issued for a customer specific project site. Project registrations for any additional sites require addendum approval from Valcom.
- Project registered pricing will NOT be honored under Ship and Debits. Discount will only be applied to direct PO's submitted to Valcom that clearly state the Project Registration number on the PO.

## 2. Valcom Engineered System Solutions

- Must be a business opportunity where Valcom has had no previous active involvement.
- The registered project must be an End-User account and not a contractor and/or integrator.
- The distributor must facilitate initial discussions and initial meeting with the end-user project team. This is necessary in order to obtain the project registration.
- The project must be a valid business opportunity verified and approved by Valcom.
- The project must be registered with Valcom prior to project quote process. No projects will be registered during the bid-stage. Distributor should reference project number on inquiries.
- Projects will be lot-quoted by Valcom. Individual piece pricing is not available.
- A lot-quote will be provided only for the parts specified for the registered End-User installation, within the quoted time period. The registration document will be effective for twelve months from the date of issuance and can be extended for an additional six-month period provided that Valcom approves the extension request by resubmitting the original form. Project lot quotes are valid for 60 days from date of issuance.
- No minimum project value.
- Only one Distributor may register a specific project.
- Valcom reserves the right to modify, revise, or cancel this program without prior notice.
- Project registrations are issued for a customer specific project site. Project registrations are for any additional sites require addendum approval from Valcom.

## Approval Requirements

- Distributor will submit completed project registration form to the Valcom Registrar, Roanoke prior to the quote stage. Project Registration is subject to Valcom written approval.
- Distributor must arrange a meeting between Valcom and the End-User project team.