



AUTHORISED
WHOLESALE PROGRAMME

2024 Sub-Distributor

HIKVISION®

WELCOME ON BOARD

The **Authorised Wholesaler** programme delivers Sales, Technical Training, Marketing and Commercial advantages to partners who sell Hikvision products and solutions.

On acceptance of your application, your organisation will automatically start as an **Authorised Wholesale** partner for the first calendar year. Hikvision will kick-start you to a successful beginning with a variety of benefits and support.

Minimum Yearly Purchase Expectation

**AUTHORISED
£200,000**

HIKVISION AUTHORISED WHOLESALER PROGRAMME

BENEFITS TABLE

| SALES SUPPORT BENEFITS | AUTHORISED WHOLESALER |
|---------------------------|-----------------------|
| Dedicated Account Manager | ✓ |
| Demo Equipment | 30% |

| TECHNICAL SUPPORT BENEFITS | AUTHORISED WHOLESALER |
|---|-----------------------|
| Hikvision Training Academy Access | Mandatory |
| Training Academy Annual Certification | Mandatory |
| Project Registration, Design & Solution Support | ✓ |
| VIP Dedicated Hotline | ✓ |

| MARKETING SUPPORT BENEFITS | AUTHORISED WHOLESALER |
|--|-----------------------|
| Marketing Materials | ✓ |
| Access to Hikvision Technology/Software Partners | ✓ |
| Use of Experience Centre with End User Customers | ✓ |

HIKVISION AUTHORISED WHOLESALER PROGRAMME REQUIREMENTS

*Please review the General Requirement of the Partnership.
Your partner authorisation and maintenance is subject to the following pre-requisites:*

General Requirements for Partnership

- This programme is exclusive to trade-only resellers
- The Partner will place all orders through Hikvision distributor
- The Partner agrees not to directly sell the products to the end user and shall take reasonable steps to ensure that the products are not sold to end users
- The Partner will not sell/advertise Hikvision products through the Worldwide web without setting up a login system for its customers
- The Partner agrees to have its employees attend training sessions, workshops or meetings with respect to sale, installation and servicing of the products
- The Partner will have warehouse capacity and hold a reasonable amount of Hikvision products as stock
- The Partner acts as an independent trader in relation to Hikvision and is not authorised to act in the name of Hikvision
- The Partner buys and sells the products in its own name and for its own account
- The Partner authorises Hikvision to obtain their spend data from distributors
- The Partner agrees to promote and sell the products within the sales territory
- The Partner should provide HIKVISION monthly reports setting forth Authorized Wholesaler's point-of-sale (POS) data

HIKVISION AUTHORISED WHOLESALER PROGRAMME

APPLICATION FORM

Basic Information

| | |
|-------------------|-----------------------------|
| FULL COMPANY NAME | COMPANY REGISTRATION NUMBER |
| FULL ADDRESS | TELEPHONE NUMBER |
| COMPANY EMAIL | WEBSITE ADDRESS |
| CONTACT NAME | TELEPHONE NUMBER |
| JOB TITLE | CONTACT EMAIL |
| SALES TERRITORY | UK Ireland |

Business Information

| | |
|--------------------------|---|
| BUSINESS MODEL | Distributor/Reseller (Please state the date your business started trading as a reseller) Installer System Integrator Others (Please specify) |
| BUSINESS AREA | Security IT Electrical Satellite Others (Please specify) |
| BUSINESS LOCATION | Home Based Office Based Others (Please specify) |
| BUSINESS YEARLY TURNOVER | |
| MAIN PRODUCTS | CCTV Access Control Alarm Other |
| CCTV BRAND | |
| CCTV MONTHLY PURCHASE | |
| MAIN CUSTOMER | Installer End User Reseller Electrician Others (Please specify) |

Operation Information

| | |
|----------------------|---|
| TRADE METHOD | Trade Counter Project Own eCommerce Store Others (Please specify) Ebay/Amazon Store Phone |
| OWNERSHIP STRUCTURE | Major Shareholders Directors |
| TOTAL EMPLOYEES | |
| TEAM STRUCTURE | No. External Sales No. Internal Sales No. Technical Support Engineers |
| TECHNICAL FACILITIES | Show/Demo Room Training Room |
| WAREHOUSE CAPABILITY | |
| FACILITY IMAGES | If applicable, please attach images for your trade counter, show/demo room, training room, warehouse and etc. |

HIKVISION AUTHORISED WHOLESALER PROGRAMME

APPLICATION FORM (continued)

TERMS & CONDITIONS

1. In order to receive the benefits as a Hikvision Partner, all the requirements outlined for the respective levels above must be met. If the Partner fails to meet any of the respective requirements, Hikvision may immediately terminate the partnership.
2. Either party can terminate the Partner relationship at any given time by giving written notice with immediate effect. Should any dispute arise between Hikvision and the Partner, such dispute shall be resolved by using UK law as governing law.
3. Following application for the authorised wholesaler programme, the applicant accepts the requirements and terms & conditions of the application as indicated in this document.
4. Hikvision UK will use the information you provide on this form to be in touch with you and to provide updates and marketing. You can change your mind at any time by clicking the unsubscribe link in the footer of any email you receive from us, or by contacting us at marketing.uk@hikvision.com. We will treat your information with respect. For more information about our privacy practices please visit our website.
5. On acceptance of your application, your organisation will automatically start as an Authorised Wholesaler for the first calendar year.
6. The partner has the minimum yearly Purchase Achievement.
7. Please note that Hikvision reserves its right to deny any application if there is reasonable doubt that any information provided by the partner in the application is accurate and fully representative of the partners current business situation.
8. Please note that Hikvision reserves its right to amend the above requirements at any time. Amendments will be communicated to you in writing (either by e-mail or regular post) and effective immediately upon the notification. You will be responsible for reviewing and becoming familiar with any such amendments. If you do not agree with any amendments, you are requested to exercise your right to terminate your participation in the Programme.
9. Under no circumstances will Hikvision be liable for any special, indirect, incidental, exemplary or consequential damages of any kind or nature whatsoever, whether based on contract, warranty, tort (including negligence), strict liability or otherwise, arising out of or in any way related to your participation in the programme, even if advised on the possibility of such damage or if such damage could have been reasonably foreseen, and notwithstanding any failure of essential purpose of any exclusive remedy provided. Such limitation of damages includes, but is not limited to, damages for loss of goodwill, loss of profit, revenue or production, interest on investments, cost of capital, loss of data or software, costs of procurement of substitute products, equipment or services, downtime costs, claims of customers, work stoppage, computer failure or malfunction or impairment of other goods.
10. The Partner agrees to promote and sell the products within the country of business incorporation and shall refrain from making active sales of the products to customers outside the country. The Partner shall inform Hikvision with a reasonable prior notice of any plan or decision for sales outside the country.

I ACCEPT THE REQUIREMENTS OF THE APPLICATION AS INDICATED IN THIS DOCUMENT

I, THE SIGNING PARTY CONFIRM THAT I AM DULY AUTHORISED TO EXECUTE THIS AGREEMENT SIGNATURE OF THE PERSON AUTHORISED TO ACT ON BEHALF OF THE COMPANY

DATE

I, JASON YANG APPROVE THIS APPLICATION TO BECOME A HIKVISION AUTHORISED WHOLESALER

DATE

Please email this completed form to your distributor, Hikvision Account Manager or direct to sales.uk@hikvision.com