

VASP PARTNER PROGRAM

HIKVISION AUSTRALIA





Hikvision VASP Program

“ As a valued installer or integrator, your partnership is pivotal to our shared success. That's why we've created the Hikvision Value-Added Solution Partner (VASP) Program. ”

**Silver Level****Gold Level****Platinum Level****Diamond Level**

The VASP program offers four tiers of membership - Silver, Gold, Platinum, and Diamond. Participants can unlock a wealth of financial, technical, training, marketing and commercial benefits by leveraging Hikvision products and solutions.

Upon approval of your application, your organisation will be enrolled at the corresponding VASP level. Hikvision will then provide a tailored suite of tools and resources to help you hit the ground running.

VASP PROGRAM

VASP Program Benefits

The Hikvision VASP program offers a tiered reward structure with escalating benefits as partners progress through the Silver, Gold, Platinum, and Diamond levels. These benefits span financial incentives, technical support, training resources, marketing assistance, and exclusive access to specialised programs.

VASP Level Review



Silver Level---\$50k

Entry-level status where customers start and maintain a minimum of \$50k per year. Customers enjoy basic benefits and services with room for growth through increased sales.



Gold Level---\$100k

Achieved after meeting and maintaining sales growth targets of Gold level. Customers receive enhanced benefits and additional services compared to Silver.



Platinum Level---\$200k

Reached by surpassing and maintaining the sales thresholds set for Platinum level. Customers are granted premium benefits and exclusive services, providing greater value.



Diamond Level---\$500k

Reached by surpassing and maintaining the sales thresholds set for Diamond level. Customers are granted premium benefits and exclusive services, providing the greatest value.

Promotion & Demotion:

Customers are promoted to the next level upon achieving the required sales growth targets and maintaining your VASP Level. Conversely, if sales decline, customers will be moved down to the appropriate lower level, adjusting their benefits accordingly.

The VASP level will be reviewed and adjusted annually in January of each calendar year, based on their actual purchase volume through the distributor(s) specified in the VASP contract.

For the purpose of the annual review, any tier adjustment shall be effected by Hikvision notifying the Customer in writing via email. Such adjustment shall take effect from the date specified in the notification, and the Customer agrees that no separate agreement or amendment to this Contract shall be required for any tier adjustment made under this clause.

Key Benefit Highlights

Project Registration. This benefit is available exclusively to VASP partners. VASP partners may register projects with Hikvision to access project-based pricing and system design support. Eligible projects must either have a value exceeding AUD 15,000 or include Elite products. Hikvision may provide additional support, including but not limited to technical assistance or product loans, at its discretion.

Staff Discount. Staff of VASP partners may purchase Hikvision products at a discounted rate. Such purchases must be for personal use only and must not be for resale. Complete staff details must be provided for registration.

Lead Sharing. Certified installers may be granted priority access to qualified leads generated through Hikvision's website, online advertising campaigns, marketing activities, and other promotional channels.

National Awards Opportunities. Eligible VASP partners may have the opportunity to attend exclusive partner events, including award ceremonies, partner summits, and incentive trips.



VASP PROGRAM

VASP Program Benefits

VASP Level	SILVER	GOLD	PLATINUM	DIAMOND
Sales Support Benefits				
Recommended VASP Level Discount (Off the List Price)	Tier 1 (35%)		Tier 2 (41%)	
Staff Discount	10%	20%	30%	40%
Showroom Demo Equipment Discount	—	20%	30%	40%
Lead Sharing	●	●	●	●
Dedicated BDM Support	—	●	●	●
Pre-Launch Invitation to New Product Trials	—	—	●	●

Technical Support Benefits	SILVER	GOLD	PLATINUM	DIAMOND
Hikvision Training Academy Access & Certification	Recommended	Recommended	Recommended	Recommended
Project Registration, Design & Solution support	●	●	●	●
Dedicated VIP Technical Support	—	—	●	●
Customized Workshop	—	—	—	●

Marketing Support Benefits	SILVER	GOLD	PLATINUM	DIAMOND
VASP Recognition Certificate	●	●	●	●
Marketing Material Support	●	●	●	●
Digital Artwork Support (Showroom, Website)	—	●	●	●
National Awards Opportunity	—	●	●	●
Event Support (Home Show, Regional Roadshow)	—	—	●	●

Requirements and Conditions of Supply

General Requirements

Please review the General Requirement of the Partnership and the requirements for each level.
Your partner level qualification, advancement and maintenance is subject to the following pre-requisites.

Partner Eligibility

- Only installers and system integrators are eligible for the program
- The Partner must register project opportunities to Hikvision BDM for project solution/technical support
- The Partner is responsible for buying and selling the products under their own company name
- The Partner must be able to provide on-site installation and first-line support
- The Partner will place all orders through an authorised Hikvision distributor
- The Partner agrees to authorise Hikvision to obtain their sales data from authorised distributors

Conditions of Supply

- Hikvision reserves the right to suspend or withdraw partner benefits if VASP Partner is found to be in violation of this agreement. Hikvision may, at its sole discretion, suspend or withdraw partner benefits upon supporting evidence from an authorised distributor.
- Non-ORP (Online Reseller Program) participants will not, either directly, or indirectly cause, engage in online sales of Hikvision products unless explicit prior consent in writing has been obtained from Hikvision and in such case, only to the extent of such written consent.
- Non-ORP (Online Reseller Program) participants appoint sub-dealers or engage in wholesale activities, and must only sell directly to end-users. This ensures that installation and first-line support are consistently delivered by certified professionals, as a condition for receiving VASP benefits.
- Non-ORP (Online Reseller Program) participants are independent contractors and are not authorised to represent or bind Hikvision and Hikvision is not liable for their actions.



Silver Partners

It is recommended to maintain a minimum of one member of staff as a Hikvision Certified Professional.
The Partner can provide enduser customers with complete solutions and demonstration equipment.



Gold Partners

The Partner is required to maintain a minimum of two members of staff as a Hikvision Certified Professional.
The Partner can provide enduser customers with complete solutions and demonstration equipment.



Platinum Partners

The Partner is required to maintain a minimum of three members of staff as a Hikvision Certified Professional.
The Partner can provide enduser customers with complete solutions and demonstration equipment.



Diamond Partners

The Partner is required to maintain a minimum of three members of staff as a Hikvision Certified Professional.
The Partner can provide enduser customers with complete solutions and demonstration equipment.

**VASP PROGRAM****APPLICATION FORM**Partner ID **Company Information**

Company Name	<input type="text"/>	Address	<input type="text"/>		
City	<input type="text"/>	State	<input type="text"/>		
Postcode	<input type="text"/>	Number of Employees	<input type="text"/>		
Number of Branches	<input type="text"/>	Product/Solution Offering	CCTV	Access Control	
ABN	<input type="text"/>		Intercom	Intrusion Alarm	
			Others and Specify	<input type="text"/>	

Contact Information

First Name	<input type="text"/>	Last Name	<input type="text"/>		
Title	<input type="text"/>	Email	<input type="text"/>		
Telephone	<input type="text"/>				

VASP Program Level
 SILVER
 GOLD
 PLATINUM
 DIAMOND
Preferred Distributors

Please specify your preferred distributor(s)

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****VASP PARTNER****DATE****DISTRIBUTOR NAME****DATE****HIKVISION AUSTRALIA PTY LTD****DATE**

**VASP PROGRAM**
TERMS & CONDITIONS**1. VASP program Criteria**

1.1 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 transition the Partner to the appropriate Partner level or terminate the partnership. The partner has a minimum Yearly Purchase Achievement expectation for each level, and Hikvision will adjust the VASP level based on the actual annual purchase volume. Upon signing the application for the VASP program, the applicant accepts the requirements and terms & conditions of the application as indicated in this document.

1.2 Either party may terminate this Agreement for any reason by providing thirty (30) days' prior written notice to the other party. Notwithstanding the foregoing, either party may terminate this Agreement with immediate effect by written notice to the other party if the other party commits a material breach of any term of this Agreement which breach is irremediable or (if such breach is remediable) fails to remedy that breach within a period of thirty (30) days after being notified in writing to do so. This Agreement shall be effective from the first day of the signing year and continue for a maximum term of five (5) calendar years, unless earlier terminated in accordance with this clause.

1.3 Should the Partner decide to move their Agreement to another distributor, it is their responsibility to advise the current distributor of the change, in writing, with 14 working days prior notice. The Partner Level will be maintained in the changeover process.

1.4 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.

2. Program Management

The Program will be managed by HIKVISION using correlated transaction data. HIKVISION is entitled to check the transaction data and verify its authentication in various approaches before releasing rebate. Partner shall reply in less than 7 working days if HIKVISION raises any reasonable doubt upon the data. It would be deemed incorrect and inaccurate data if Partner fails to reply with convincing explanation on HIKVISION's doubt within the aforesaid period and HIKVISION may thus postpone or cancel the related rebate.

3. Confidentiality

All information that involves the Program, directly or indirectly, shall be considered Confidential. No party may share this Confidential Information with any third party without the written consent of the other party.

4. Intellectual Property

4.1 All HIKVISION Intellectual Property Rights shall remain the property of HIKVISION. HIKVISION authorizes the Partner to use the HIKVISION Trade Marks in the Territory on or in relation to the products for the purposes only of exercising its rights and performing its obligations under this Agreement.

4.2 HIKVISION hereby grants to Partner a nonexclusive, non-transferable, revocable, limited license (without the right to modify) to use copyrighted materials provided by HIKVISION for promotional, advertising, demonstrative, and similar activities approved by HIKVISION in writing. And the license is valid only for a single duration of such an activity. No license or other rights with respect to HIKVISION Intellectual Property Rights are granted to Partner except as expressly set forth herein. Partner also must comply with HIKVISION Trademarks and Copyrights Usage Guidelines, which can be found at <https://www.hikvision.com/en/Partners/channel-partners/hikvision-trademarks-and-copyrights-usage-guidelines/>.

4.3 The Partner shall at the request of HIKVISION execute such licences in respect of the use of the Partner's trademarks as HIKVISION may reasonably require, provided that the provisions of any licences shall not be more onerous or restrictive than the provisions of this Agreement.

4.4 The Partner shall ensure that neither it nor its customers infringe upon HIKVISION's Intellectual Property Rights. In the event of any infringement, the Partner shall promptly take corrective actions to cease such infringement. If the Partner fails to comply with this clause after receiving a formal warning and a reasonable period to rectify its actions, HIKVISION reserves the right to terminate this Agreement.

5. Data Protection

Each party may provide certain Personal Data to the other party for purposes related to the performance of obligations under this Agreement (including without limitation to HIKVISION's offering and management of the applicable benefits, which may be updated or altered from time to time). Both parties, as well as all of the people who work on their behalf within the framework of this Agreement, shall comply with all applicable data protection laws and regulations. Each party will only collect and use the other party's Personal Data to the extent required to carry out their contractual relationship under this Agreement. Both parties warrant that they have the right to provide the Personal Data and agree to such Personal Data being collected to this extent and used for this purpose. Partner hereby also agrees to the cross-border transfer of the Personal Data to HIKVISION and/or its affiliates who may be involved in the transaction under the Agreement and HIKVISION will transfer such data strictly in accordance with applicable data protection laws and regulations. For purpose of this Agreement, Personal Data means any information relating to an identified or identifiable natural person.

6. Trade Compliance

6.1 Either party confirms that it shall comply with all applicable import and export regulations including without limitation, the Chinese Export Law, the U.S. Export Administration Regulations ("EAR"), the REGULATION (EU) 2021/821 and other applicable laws and regulations related to export control and economic sanctions in different jurisdictions, for the use, sale, transfer, export or re-export of the products.

6.2 The Partner hereby further confirms and undertakes that the products shall not be resold to (i) the countries or territories, subject to U.S. economic sanctions or any applicable embargos, including but not limited to Cuba, Iran, North Korea, Syria, the Crimea Region, Donetsk People's Republic and Luhansk People's Republic, or (ii) any individual or entity listed on the any applicable restricted lists conducted by governmental authorities of countries, including but not limited to Specially Designated Nationals and Blocked Persons List (an "SDN") or Sectoral Sanctions Identifications ("SSI") List maintained by the Office of Foreign Assets Control of the U.S. Department of the Treasury (or is controlled or fifty50 percent or more owned, directly or indirectly, by such SDN or SSI), and entity list with footnotes.

6.3 The Partner acknowledges and agrees that the products are designed and developed for civil use only and not intended for any purpose or application of military in worldwide. The Partner also undertakes that it will not use, sell, or provide the products for any prohibited end-uses, including the development or production of weapons of mass destruction, the development or production of chemical or biological weapons, activities in the context of or related to any nuclear explosive, or unsafe nuclear fuel-cycle activity, or in support of serious human rights abuses.

This Agreement is subject to the laws and regulations of New South Wales, Australia without giving effect to the principles of conflict of laws thereof. Any disputes, controversies or claims arising with respect to or in connection with this Agreement, or the breach, termination or invalidity thereof, shall be finally and exclusively decided by the courts in Sydney, New South Wales, Australia.