



HDP PROGRAM 2024

HIKVISION[®]



“ As a value-added installer, system integrator, or remote monitoring service provider (RMS) your partnership is key to our success. So we have organized a Hikvision Dealer Partner program we call HDP. ”

Hikvision's HDP Program offers four levels of membership: Authorized, Silver, Gold and Platinum.

Each level offers our important partners many benefits and empowers you to provide a differentiated solution and offering.

The HDP program delivers Sales, Technical, Training, Marketing and Commercial advantages to partners who construct systems using Hikvision products and solutions.

On acceptance of your application, an appropriate partnership level will be assigned to your organization for the applicable calendar year.



Yearly Purchase Achievement Expectation



AUTHORIZED
\$0



SILVER
15K



GOLD
50K



PLATINUM
100K





GENERAL PROGRAM BENEFITS



SALES SUPPORT BENEFITS	AUTHORIZED	SILVER	GOLD	PLATINUM
Recognition Certificate	—	●	●	●
Dedicated Account Manager	—	—	●	●
Lead Sharing	—	●	●	●
Maximum Demo Equipment Discount <small>(subject to our authorized distributors' sole discretion)</small>	—	30%	35%	40%
New Product Trials Pre-Launch	—	—	●	●
Project Registration Discount <small>(subject to our authorized distributors' sole discretion)</small>	●	●	●	●

TECHNICAL SUPPORT BENEFITS	AUTHORIZED	SILVER	GOLD	PLATINUM
Project Registration, Design & Solution Support	●	●	●	●
Specifications for Tenders & RFP	●	●	●	●
Hikvision Certification Free Costs	—	—	—	●
Hikvision Training Academy Access	Recommended	Recommended	Recommended	Recommended

MARKETING SUPPORT BENEFITS	AUTHORIZED	SILVER	GOLD	PLATINUM
Materials [Literature, Adverts, Logos, Case Studies, etc.]	●	●	●	●
invitation to Official Brand Events	●	●	●	●
National Awards Opportunity	—	●	●	●
Access to Hikvision Technology/Software Partners	●	●	●	●
Use of Experience Centre with End User Customers	●	●	●	●





Please review the General Requirements of the Partnership and the requirements for each level. Your partner level qualification, advancement and maintenance is subject to the following prerequisites:

General Requirements for Partnership

- Only installers, system integrators, and remote monitor service providers (RMS) are eligible for the HDP program.
- HDP partners must have the capability to offer on-site installation and first line support.
- HDP partners shall place all orders through an authorized Hikvision distributor for us to collect sales data, record total spendings and subsequently attribute partner level benefits.
- HDP partners act as independent traders in relation to Hikvision as well as their customers, and are not authorized to act in the name of Hikvision.
- HDP partners shall buy and sell the products using their own names and for their own accounts.
- HDP partners must have the capability to provide total solutions, which includes Hikvision products, Hikvision or third-party video management software and additional accessories, such as enclosures and other hardware.
- HDP partners must agree to authorize Hikvision to obtain their purchasing data and total spending records from authorized distributors.

Authorized Partners

It is recommended to maintain a minimum of one member of staff as a Hikvision Certified Professional.



Silver Partners

It is recommended to maintain a minimum of one member of staff as a Hikvision Certified Professional.



Gold Partners

It is recommended to maintain a minimum of two members of staff as Hikvision Certified Professionals. It is recommended to maintain a minimum of one member of staff to have the Hikvision Project Delivery Certification.



Platinum Partners

It is recommended to maintain a minimum of two members of staff as Hikvision Certified Professionals. It is recommended to maintain a minimum of one member of staff to have the Hikvision Project Delivery Certification.





APPLICATION FORM

COMPANY NAME	<input type="text"/>	FIRST NAME	<input type="text"/>
ADDRESS	<input type="text"/>	LAST NAME	<input type="text"/>
CITY	<input type="text"/>	JOB TITLE	<input type="text"/>
POSTAL CODE	<input type="text"/>	E-MAIL	<input type="text"/>
COMPANY WEBSITE	<input type="text"/>	TELEPHONE	<input type="text"/>
COMPANY REGISTRATION NUMBER	<input type="text"/>	COMPANY ANNUAL TURNOVER \$	<input type="text"/>

COMPANY TYPE INSTALLER RMS SYSTEM INTEGRATOR **NO. OF EMPLOYEES**

VERTICAL TARGETS

<input type="checkbox"/> COMMERCIAL	<input type="checkbox"/> RESIDENTIAL	<input type="checkbox"/> TRAFFIC MONITORING	<input type="checkbox"/> AIRPORTS	<input type="checkbox"/> DATA CENTERS
<input type="checkbox"/> RETAIL	<input type="checkbox"/> MANUFACTURING & INDUSTRIAL	<input type="checkbox"/> HEALTHCARE	<input type="checkbox"/> RAILWAYS	<input type="checkbox"/> PARKING
<input type="checkbox"/> GOVERNMENT	<input type="checkbox"/> CITY SURVEILLANCE	<input type="checkbox"/> UTILITIES & ENERGY & MINING	<input type="checkbox"/> CASINO & GAMES	<input type="checkbox"/> OTHER
<input type="checkbox"/> EDUCATION	<input type="checkbox"/> SPORTS & LEISURE	<input type="checkbox"/> BANKING & FINANCE	<input type="checkbox"/> PORTS	

AVERAGE VIDEO INSTALLATION SIZE (CHANNELS)

<input type="checkbox"/> 1-5	<input type="checkbox"/> 5-20	<input type="checkbox"/> 20-100	<input type="checkbox"/> 100-500	<input type="checkbox"/> 500+
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TOTAL VIDEO SECURITY REVENUE PER YEAR **HDP LEVEL** Authorized Silver Gold Platinum

DISTRIBUTORS YOU PURCHASE FROM

<input type="checkbox"/> ADI	<input type="checkbox"/> ACC NO.	<input type="checkbox"/> Jetview	<input type="checkbox"/> ACC NO.
<input type="checkbox"/> Ameta	<input type="checkbox"/> ACC NO.	<input type="checkbox"/> TD Synnex	<input type="checkbox"/> ACC NO.
<input type="checkbox"/> ASI	<input type="checkbox"/> ACC NO.	<input type="checkbox"/> Other	<input type="checkbox"/> ACC NO.
<input type="checkbox"/> Guillevin	<input type="checkbox"/> ACC NO.		





TERMS & CONDITIONS

1. In order to receive the benefits as a Hikvision HDP Partner, all general requirements for partnership and the respective requirements outlined for the respective levels above must be met. If the HDP Partner fails to meet any of the general requirements or the respective requirements, Hikvision Canada Inc. ("Hikvision") may immediately transition the HDP Partner to the appropriate partnership level or terminate the partnership.

2. Either Party may terminate this HDP partnership upon a written notice to the other Party.

3. Upon Hikvision's acceptance of the Application Form submitted by the HDP Partner, the HDP Partner will be assigned a partnership level for the applicable calendar year, commencing from the date of Hikvision's acceptance of the Application Form.

4. Achievement of the yearly purchase target, which is calculated by net purchase (product purchase amount minus product return), is the prerequisite for receiving the benefits available for the applicable partnership level. The actual benefits to be provided to the HDP Partner shall be based on the actual yearly purchase target achieved by the HDP Partner during the applicable calendar year. Hikvision will conduct a monthly review on the HDP Partner's purchase target achievement status. In the event that the HDP Partner reaches the next level yearly purchase target within the same calendar year, the partnership level will be upgraded accordingly effective on the first day of the following calendar month from the date of achievement of the next level yearly purchase target.

5. Hikvision will also conduct an annual review on the yearly purchase target. In the event that the minimum yearly purchase target for the applicable partnership level is not achieved or is exceeded, the HDP Partner's partnership level for the following calendar year will be downgraded or upgraded based on the annual review result.

6. In consideration for the benefits provided under this HDP Program, the HDP Partner agrees not to sell any Hikvision product on any third party websites without Hikvision's prior written approval.

7. These Terms and Conditions hereto and all matters arising out of or related to this HDP Program, whether sounding in contract, tort, or statute, shall be governed by and construed in accordance with the laws of the Province of Ontario, without giving effect to the conflict of laws provisions.

8. Data Protection. (1) Either Party may provide certain Personal Data to the other Party for purposes related to the performance of obligations under this HDP Program (including without limitation to Hikvision's offering and management of the applicable programs 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 HDP Program, shall comply with all applicable data protection laws and regulations. Both Parties will only collect and use the other Party's Personal Data to the extent required to carry out duties under this HDP Program. 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. HDP Partner hereby also agrees to the cross-border transfer of its Personal Data to Hikvision and/or its affiliates who may be involved in the transaction under the HDP Program and Hikvision will transfer such data strictly in accordance with applicable data protection laws and regulations. For the purpose of this Agreement, "Personal Data" means any information relating to an identified or identifiable natural person, including without limitation to the data provided by the HDP Partner in the above Application Form. (2) Hikvision may use the Personal Data provided by the HDP Partner to be in touch with the HDP Partner and to provide product updates and marketing or promotional activities. HDP Partner may choose to opt out of receiving such emails at any time by clicking the unsubscribe link in the footer of any email received from Hikvision, or by contacting us at salesleads.ca@hikvision.com. For more information about our privacy practice, please see our Privacy Policy available at: <https://www.hikvision.com/ca-en/policies/privacy-policy/>

9. All information that involves this HDP Program, directly or indirectly, shall be considered confidential. Neither Party may share this confidential information with any third party without the written consent of the other Party.

10. These Terms and Conditions and the requirements for the HDP Program are subject to change by Hikvision with prior written notice to the HDP Partner at any time. Such prior written notice will be provided to the HDP Partner either by email or regular post. Any changes to these Terms and Conditions and the requirements for the HDP Program will be in effect immediately upon written notice to the HDP Partner. The HDP Partner reserves the right to terminate the HDP Program if it objects to such changes, and such termination will not affect any rights and obligations occurred before the termination.

11. UNLESS THE PARTIES HAVE AGREED OTHERWISE OR PRESCRIBED BY LAWS, IN NO EVENT SHALL HIKVISION BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL, OR CONSEQUENTIAL DAMAGES ARISING OUT OF MASTER DEALER'S PARTICIPATION IN THE MASTER DEALER PROGRAM, EVEN IF HIKVISION HAS ADVANCE NOTICE OF THE POSSIBILITY OF SUCH DAMAGES. By submitting the Application Form and clicking the checkbox hereunder, the HDP Partner acknowledges its review and acceptance on these Terms and Conditions for the HDP Program.

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

I, THE SIGNING PARTY OF THESE TERMS AND CONDITIONS, CONFIRM THAT I AM DULY AUTHORIZED TO EXECUTE THESE TERMS AND CONDITIONS ON BEHALF OF THE HDP PARTNER.

DATE

Please email this completed form to your distributor,
Hikvision account manager or direct to salesleads.ca@hikvision.com.

