

DEMO UNIT Program

Eligible Partners:

All united partners



Unitech values its end customers who are interested in Unitech's product and intend to put their business with Unitech.

This program gives end customers to easily 'test-drive' the preferred product(s) from Unitech. The DEMO UNIT program offers the end customers the possibility to purchase such products at very favour price without heavy investment.

The DEMO UNIT Program will apply to all product lines including Mobile, Reader, Tablet, TASHI devices and their associating accessories for testing and validation purposes. An overview of available item numbers, configurations and calculation can be found in the online "Price Book" on the partner portal online tools. Via the "Demo Unit" online tool can request or rebate a Demo unit. Please login on our partner portal via <https://portal.unitech.eu> to manage your tools.

United 2.0 definitions

- Distributor: The party who purchased the Unitech product directly and resell to any United partners including registered and non-registered ones.
- Reseller: The party who put the inquiry and wish to purchase a Demo unit from the Distributor.
- End customer: The party who put the inquiry and wish to purchase a DEMO unit from the seller.
- United partners: United 2.0 include registered and non-registered partners.
- United partner status: Includes 5 status from Mars, Venus, Neptune, Saturn and Jupiter.

Terms & conditions

- Unitech will maintain the standard price book. Only selected Mobile, Reader, Tablet, TASHI devices and their associating accessories are available at DEMO UNIT additional discount rate.
- Hardware only, software and services are excluded from this program.
- Standard warranty applies on DEMO Units, UnitCare options are not applicable.
- Reseller will purchase the DEMO Units from the Distributor. The actual price of such DEMO unit is defined per different partner status under United 2.0 policy plus Demo unit additional discount rate.
- All transportation cost is not included. It will be charged separately and subject to Distributor's policy.
- Partners in Russia, Turkey, Iran, South Africa and Israel should contact their Territory Manager for Demo Unit request.
- All United partners are eligible to DEMO unit program to resell Unitech's product to end customers.

HOW TO BUY A DEMO UNIT?

- 1) All United 2.0 partner status from Mars, Venus, Neptune, Saturn and Jupiter are entitled to this DEMO unit program to resell Unitech's products to the end customers.
- 2) All partners receive extra 10% discount. For example, if an eligible standard discount is 30% off, then DEMO unit will have 40% off.
- 3) The Reseller should not mark up more than 12% to its selling price to resell to end customers.
- 4) Each end customer including their brand office can order up to ONE unit per SKU at Demo unit special discount.
- 5) DEMO Unit Program maximum quantity limits per end user name. A total of 5 DEMO units maximum can be requested by end user name within this program.
- 6) The end customers can select an applicable configuration from the standard price book which fits the best needs. Not all configurations are applicable to DEMO unit program. The applicable Seed unit configuration is carefully selected and publish at Unitech's online price book. The online "Price Book" can be found on the partner portal online tools. Please login on our partner portal via <https://portal.unitech.eu> to manage your tools.

HOW TO REQUEST A DEMO UNIT REBATE?

Only for Direct United Partner

- 1) The Distributor stocks Unitech devices based on their estimated market demand at standard discount price.
- 2) The Reseller should indicate the company name and contact person of End customer when the Reseller puts the purchase form for DEMO unit to the Distributor.
- 3) When the Distributor receives a DEMO Unit order from a Reseller, the Distributor will sell the device with extra 10% on top of the eligible standard discount to the requesting Reseller. The eligible standard discount of the Reseller can be found at their partner portal via <https://portal.unitech.eu>.
- 4) After the delivery of the DEMO Unit to the Reseller, the Distributor fills out the Seed Unit request form for the rebate on the partner portal. The DEMO Unit rebate request form is available via on the partner portal online tools. Please login on our partner portal via <https://portal.unitech.eu> to manage your tools.
- 5) Distributor needs to provide a copy of the sell-out invoice (corresponding the invoice no. on the rebate request form and end customer's company and contact person). The sell-out invoice from Distributor indicates to whom the unit has been sold.
- 6) Distributor needs to submit the rebate request form monthly by the 25th of each calendar month.
- 7) Distributor is obliged to submit the rebate calculation by 60 days. Claims older than 60 days will be rejected by Unitech.