

PROJECT PROTECTION Program

Eligible Partners:

All united partners



Unitech's PROJECT PROTECTION program is designed to help partners maintain their unique position in their market space by offering Unitech products in projects. In today's IT industry many competitors are aiming on the same deals which lead most of times to price-fights.

PROJECT PROTECTION will allow a committed partner, offering solely Unitech into end-user projects, with a protection on that particular project. The partner will act as if it was a manufacturer representative, yet adding its value into this project in regards of software integration, project management and services providing the end-user with a complete solution.

Unitech will offer project protection which will protect the partner's investments. It will prevent others from capitalizing on the work done by the partner offering initially on the end-user opportunity.

Terms & conditions

- Conditions and Benefits partners:
 - The minimum value of the project is no less than 10000€ (ten thousand EURs excluding VAT) of his quotation to customer.
 - United Partner will receive an immediate 5% discount on top of standard discount upon approval. This incentive cannot be used with other Price exception. In case of further price exception is provided. This 5% project protection discount will be automatically void and not valid anymore.
 - United Partner puts forward at his best efforts and with all means the specified model(s)
 - United Partner will not offer any competitive product (non-Unitech) into this specific deal without Unitech's consent
 - United Partner is responsible for technical and software integration at the customer side
 - United Partner will conduct user tests
 - United Partner agrees to share all contact details of the end user and the reseller if the United partner is not a direct supplier to the end user
 - In case of refusal of registration by Unitech, Unitech should keep the information confidentially without further disclosing to any 3rd party
 - United Partner agrees a co-visit with Unitech to the named account upon Unitech's request
 - United Partner agrees that Unitech can contact end user and/or reseller directly in only good will to help the registered partner to win the project.
 - The registration is valid for 3 months only. If the registered project cannot be won after 3 months from the date of registration is accepted; the project protection will be released. It is United Partner's responsibility to discuss the possible prolonging of registration prior to the expiration date and get the approval from Unitech.



- Unitech offers the United Partner the exclusive right to sell the specified model as specified to the client (named by the United Partner) and does not offer same device directly or through other United Partners. In case of breaking the contract by any reason in this protection condition, Unitech will be at its sole discrete decision to pay a reasonable sales commission to the United Partner.
- The Project Protection has to be agreed on by both parties: United Partner and Unitech
- PROJECT PROTECTION program is available to all partners.
- Such registration must be done at Unitech's Partner portal only.

In you have any question about the Project Protection program, please contact your Unitech Sales representative or the Unitech marketing department via marketing@eu.ute.com.