

The logo features the word "united" in blue lowercase letters, with a red circle containing the word "ed" in white lowercase letters. To the right is "2.0" in blue, stylized lowercase letters. Below "united" is a dark blue rectangular box with the text "PARTNER NETWORK" in white uppercase letters. The entire logo is set against a dark blue background with white stars and curved lines.

united **ed** 2.0
PARTNER NETWORK

Update April 2023

WHY United 2.0

- Connect to Unitech' latest channel development strategy
- Make sure the best value for being United partners
- A clear procedure to receive the partner level from the program

united 2.0

PARTNER NETWORK

Our partner program levels

CERTIFIED
MARS PARTNER



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CERTIFIED
VENUS PARTNER



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CERTIFIED
NEPTUNE PARTNER



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CERTIFIED
SATURN PARTNER



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CERTIFIED
JUPITER PARTNER



unitech

Key Principles

- Partner level is linked with revenue. Larger revenue = more benefits & discount.
- Benefits are strictly linked with Partner level
- Maintain the balance between control and flexibility
- Higher partner levels require Unitech's approval
- Lower partner levels does not require Unitech's approval
- Make process easier and transparent
- Remove obsolete or outdated programs



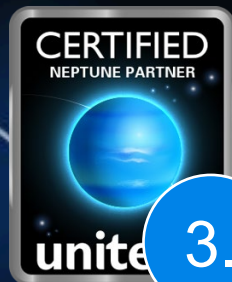
1.

MARS



2.

VENUS



3.

NEPTUNE



4.

SATURN



5.

JUPITER

LEVEL BASED ON REVENUE

Revenue >1

Revenue >5.000

Revenue >100.000

Revenue >300.000

Revenue >500.000



THE CORE COMPONENTS

Core focus remains the same




But the benefits are strictly linked to the Partner Level

COMPONENTS & BENEFITS	Mars	Venus	Neptune	Saturn	Jupiter
Discount privilege	✓	✓	✓	✓	✓
Project protection	✓	✓	✓	✓	✓
Price exception	✓	✓	✓	✓	✓
Seed unit support	✓	✓	✓	✓	✓
Demo unit support	✓	✓	✓	✓	✓
Newsletters signup	✓	✓	✓	✓	✓
Marketing materials (downloads)	✓	✓	✓	✓	✓
Early promotion programs	N/A	✓	✓	✓	✓
Product training	N/A	✓	✓	✓	✓
Online product training	N/A	✓	✓	✓	✓
Online support	N/A	✓	✓	✓	✓
Leads generation	N/A	✓	✓	✓	✓
Marketing support program	N/A	N/A	✓	✓	✓
Joined visit	N/A	N/A	✓	✓	✓
Rebate program	N/A	N/A	✓	✓	✓
Free sample units (selected)	N/A	N/A	N/A	✓	✓
MDF (Manufacturing Development Fund)	N/A	N/A	N/A	✓	✓
On site product training	N/A	N/A	N/A	✓	✓
Qualification for Permitted Service Partner Program	N/A	N/A	N/A	✓	✓
Coop funding	N/A	N/A	N/A	N/A	✓

Rules of the program

- Buy more get more. The partner *level is defined by contribution in revenue.*
- The revenue is calculated *per your actual buy value* from your supplier(s).
- The first year partnership level can be defined by one of qualification from below.
 - The last calendar revenue with Unitech + 10%
 - Basing on your writing commitment and after approval by Unitech

Rules of the program

- The partnership level can be moved upwards or downwards, when one of *qualification from below* is met:
 - We will award you with a higher partner level immediately when you reach the required revenue.  This will stay valid through next calendar year.
 - The partner level will be reviewed by the end of the year. The new partner level will be confirmed by end of January.
 - If you reach 80% of the requested revenue, your partner level will be extended for another year.
 - If you reach less than 80% of the requested revenue, your partner level will be downgraded.



THANK YOU

<https://united.unitech.eu>