

# Deal Registration Policy

January 1, 2020 through December 31, 2020



The goal of the deal registration program is to provide premium pricing to Resellers that work closely with both the end user and Gamber-Johnson throughout evaluation and sales processes. These solution providers have developed strong relationships, are uncovering new opportunities and are willing to educate the end user to the value of Gamber-Johnson's products, services and people. These are Resellers who are leading with and specifying Gamber-Johnson's docking stations and vehicle mounting solutions.

Deal registration is an essential tool for Gamber-Johnson to manage the sales process and operations. Gamber-Johnson is able to support and service the sales process to a much greater degree and will provide the opportunity to reward those resellers who drive the business. With greater visibility to the projects, forecasting and delivery requirements, the services and value of the Gamber-Johnson rugged docking station and rugged vehicle mounts are enhanced for our resellers and ultimately for the end users.

## GUIDELINES FOR DEAL REGISTRATION

### Order Size:

- The minimum order dollar amount for a single Registration and Purchase Order is:
  - \$7,500 if the opportunity only includes non-electronic equipment (Cradles, consoles, mounting equipment)
  - \$12,500 if the opportunity includes electronic equipment (Docking stations and consoles, mounting equipment)

### Registration:

- Must be an active Gamber-Johnson Reseller *in good financial standing*, with access to the Gamber-Johnson Gateway.
- Eligible Gamber-Johnson Resellers are required to submit a completed Deal Registration Form via the Gamber-Johnson Gateway.
- The online form requires the end user account information, product details, application details and project details.
- Reseller will receive a notification that the deal registration was submitted. After review by Gamber-Johnson, a notice of approval or non-approval and explanation will typically be received within three business days.
- Failure to provide complete list of information will result in rejection of the request.

### Timing:

The Deal Registration form must be submitted to Gamber-Johnson no less than 30 days prior to the RFP, RFI, RFQ release date or bid release date; if no RFP is released, deal registration must be submitted 30 days prior to a P.O. date. Registrations are valid for six months from the date of submission. Projects with rollout schedules extending beyond six months should be defined in the registration submittal. A six month extension can be applied for in writing to guarantee registration pricing. Ongoing account activity must be demonstrated in order to receive the extension.

### Requirements:

- In order to be eligible for the Deal Registration pricing, the reseller must actively involve Gamber-Johnson and the End User throughout the sales process. Active involvement includes at least two of the items below, but is not limited to:
  - Having Gamber-Johnson products identified as lead product in the bid specifications.

- Joint conference call with the end user and Gamber-Johnson Regional Sales Manager.
- Joint sales call at end user's location with a Gamber-Johnson Regional Sales Manager.
- Presentations made to the end user with Gamber-Johnson sales materials (Gamber-Johnson Regional Sales Manager must be informed/invited to these presentations)
- Completion of a detailed fleet audit
- Participation in a pilot, demo or testing program with Gamber-Johnson equipment. Gamber-Johnson Regional Sales Manager should be notified prior to placement.
- Only individual projects can be registered, not an entire company, an entire End User or general contract vehicle. As an example: ABC Company as a whole cannot be registered, only projects Y or Z at ABC Company. As an example: GSA schedule submitted does not qualify for deal registration but a project "sold off of" a GSA Schedule does qualify.
- Projects can be registered by multiple resellers but only one application for each OEM partner will be approved. As an example: Reseller A registers "Project Mobile" utilizing Getac; Reseller B registers "Project Mobile" utilizing Panasonic etc.
- A Reseller may only register one OEM per project. A Reseller cannot monopolize the deal registration with multiple OEM partners (i.e. Getac, Motorola, and Panasonic). **Getac docks may not be Deal Registered.** Projects supporting Getac docks are eligible for Deal Registration but discounted pricing is only available on the non-Getac components.
- Resellers with approved Deal Registration pricing may only bid Gamber-Johnson product for the specific RFP, no other competitive brands may be quoted with exception in the case where Gamber-Johnson does not offer an applicable solution. If the reseller is found to have bid other competitive brands in addition to Gamber-Johnson products, the deal registration approval will be revoked and provided to another reseller in good standing with Gamber-Johnson. The reseller in violation of this policy will not be allowed to submit registrations for (6) months.
- Projects involving custom military applications are not eligible for Deal Registration.

## TERMS

- Deal registration pricing will apply only to authorized Gamber-Johnson resellers in good financial and business standing with Gamber-Johnson.
- Deal registration approval must be granted by Gamber-Johnson and is the sole discretion of Gamber-Johnson.
- Deal Registration pricing applies only to Gamber-Johnson equipment and is based on the most current Deal Registration Price List.
- It is the intention of Gamber-Johnson to keep all information with respect to registered opportunities in strict confidence. Registered resellers will only have access to their own registered opportunities and this information will not be shared with competing resellers.
- Unethical business practices, unsatisfactory changes in the reseller's financial or business standing, failure to supply complete project details or failure to support ongoing project requirements, may result in a disqualified Deal Registration.
- Gamber-Johnson reserves the right to change or modify this program without notice.