



VueQuest Technologies - **BigShot** Partner Program Overview

VueQuest Technologies, Inc., provides UnifiedHD Solutions through our Authorized BigShot Partners. It's simple – Integrators' have been burdened with scores of Vendor program requirements. We would like to make it easy for you to partner with VueQuest so you can get up to speed quickly.

The BigShot Partner Program has 3 levels of participation:

- **BigShot Alliance Partner – no contract required** - simply send VueQuest an email confirming that you will be reselling BigShot-HD solutions as a BigShot Alliance Partner and include your Legal Business name and address, confirm that you are an authorized company representative, include the primary contact and accounting contact along with your State Resale number or a copy of your Resale Certificate. In the email you must confirm your territory coverage and agree to only advertise BigShot-HD solutions at list price (this is to insure price integrity for all BigShot Partners). You can immediately begin to place orders for BigShot-HD solutions at XX% off the current list price.

- **Registered BigShot Partner** – you must have a valid Reseller ID and you must agree not to advertise BigShot-HD Cameras, LoudN'Clear Video Conference Phone or the UnifiedHD Solutions on the web or any print advertisements below stated US list price (advertise @ USD list price only).
 - ✓ **Discount** - VueQuest will provide a **XX% discount** off USD List price on the BigShot-HD cameras and UnifiedHD Solutions – per current Registered Partner price list.
 - ✓ **Additional Discount for Opportunity Registration** – A Registered Partner can register an End User bid opportunity that they initiated. If the Opportunity goes out to bid and other BigShot Partners are bidding on that opportunity, the Registered Partner is eligible for additional discount on that specific opportunity.

- **Certified BigShot Partner** – to qualify as a Certified BigShot Partner we ask that you make an effort to promote our solutions, train your sales team to sell BigShot-HD and purchase a minimum of 2 BigShot-HD demonstration units (up to XX% discount on select demonstration products), and agree to keep them for 3 months before selling them. You must have a valid Reseller ID and you must agree not to advertise BigShot-HD Cameras, LoudN'Clear Video Conference Phone or the UnifiedHD Solutions on the web or any print advertisements below stated US list price (advertise @ USD list price only).
 - ✓ **Discount** - VueQuest will provide tiered discount structure based on an agreed upon volume starting at XX% **discount** off USD list price on the BigShot-HD cameras and UnifiedHD Solutions – per current Certified Partner price list.
 - ✓ **Partner Selection** – VueQuest will limit the number of Certified Partners in each territory to be sure that can you maximize your selling efforts.

That's it! To become a BigShot Partner, please let us know which level you would like to start with and we will send you our Registered or Certified Partner agreement. We look forward to working with you.