

SEED UNIT Program 2.0

Eligible Partners:

All united partners



Unitech is offering its channel, including direct and indirect partners, a SEED UNIT program.

The program allows current and new channel partners to easily ‘test-drive’ special identified products. The SEED UNIT program offers United partners the possibility to easily bring such products forward and keep a competitive edge in your market space.

The SEED UNIT Program will apply to all product lines including Mobile, Reader, Tablet, TASHI devices and their associating accessories for demonstrating, 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 “Seed Unit” online tool can request or rebate a seed unit. Please login on our partner portal via <https://portal.unitech.eu> to manage your tools.

Unitech values all efforts made by its channel partners to place these Seed Units in the field. In return Unitech provides direct contact to Unitech’s Technical Support. This will help the partner with a smooth and easy integration of such unit and will optimize channel partners’ investments and accelerate return on investment, both in time and money.

United 2.0 definitions

- Distributor: The party who purchased the Unitech product directly and resell to any United partners.
- Reseller: The party who put the inquiry and wish to purchase a seed unit from the Distributor
- 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. Mobile, Reader, Tablet, TASHI devices and their associating accessories are available at SEED UNIT additional discount rate.
- Hardware only, software and services are excluded from this program.
- Standard warranty applies on Seed Units, UnitCare options are not applicable.
- Reseller will purchase the Seed Units from the Distributor. The actual price of such Seed unit is defined per different partner status under United 2.0 policy plus Seed 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 Seed Unit request.
- All United partners are eligible to Seed unit program.

HOW TO BUY A SEED UNIT?

- 1) All United 2.0 partner status from Mars, Venus, Neptune, Saturn and Jupiter are entitled to Seed unit program 2.0.
- 2) This program is a continuous program from previous United 1.0 version. If any SKU has been purchased under SEED unit price (United 1.0) and meets the maximum quantity as defined from the table before this United 2.0 version is effective; then the SKU is not eligible anymore.
- 3) All partners receive extra 15% discount. For example, if an eligible standard discount is 30% off, then Seed unit will have 45% off.
- 4) The eligible quantity per SKU of Seed unit is defined per following table.

	Mars	Venus	Neptune	Saturn	Jupiter
Eligible Quantity	1	1	1	2	3

- 5) Partner can select an applicable Seed Unit configuration from the standard price book which fits the best needs. Not all configurations are applicable to Seed 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 SEED UNIT REBATE?

- 1) The Distributor stocks Unitech devices based on their estimated market demand at standard discounted price.
- 2) When the Distributor receives a Seed Unit order from a Reseller, the Distributor sells the device with extra 15% on top of the eligible standard discount to the requesting Resellers. The eligible standard discount of the Reseller can be found at their partner portal via <https://portal.unitech.eu>.
- 3) For the interest of both Unitech and Distributor, it is Distributor to check the order from same Reseller has ordered the requested SKU at SEED unit discount before.
- 4) After the delivery of the Seed Unit to the Reseller, the Distributor fills out the Seed Unit request form for the rebate on the partner portal. The Seed 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). The sell-out invoice from Distributor indicates to whom the unit has been sold. This allows Unitech to open a Technical Support account for the customer, to check if this customer is United Partner and to have an overview of number of Seed Units that are sold.
- 6) Distributor needs to submit their rebate request 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.