



# Unify Channel Partners: Special Terms and Conditions

For **Unify Channel Partners** that wish to do business directly with Patton, the following terms and conditions apply:

- **Unify Distributors** are able to enter Patton’s Global Channel program as “Unify Companion Channels”. Qualifying Unify Companion Channels may purchase the SN-OSB (SmartNode OpenScope Business Appliance) at **Tier 1** prices\*. Further, Unify Companion channels are authorized to purchase all other Patton products at **Tier 2** prices.
  - Five (5) staff members must register and attend a Patton or Unify event in which Patton is participating. Such attendance is recognized as a Patton Sales Certification.
  - Two (2) staff members must complete Patton’s Technical Certification training for SmartNode or Trinity products. Either a scheduled live Training or a completed Online Certification is recognized as a Technical Certification.
  - Channel must present Patton product information on official company website.
  - Channel must participate in proactive sales and marketing activities focused on the SmartNode OpenScope Business Appliance.
  - Channel must register downstream accounts and resellers with Patton to facilitate broader engagements.
  - Channel must purchase at least one (1) SN-OSB\*.
- **Unify Master, Professional and Authorized Channels** may purchase the SN-OSB\* and other Patton-brand products from Unify Distributors.

		Unify Channel
<b>General</b>		
Annual Volumes		\$100,000
Sales Restrictions		Resellers Only
Standard Pricing Tier	(see pg 13)	T2
Earned Specialization Tier	(see pg 15)	T1 (Unify SN-OSB)
<b>Program Benefits</b>		
Development Funds	(see pg 16)	No
Stock Rotation	(see pg 18)	Yes
Assigned Registered Partners	(see pg 12)	Yes
Sales Leads from Patton		Yes
<b>Program Requirements</b>		
Certified Sales Personnel	(see pg 15)	5
Certified Technical Personnel	(see pg 15)	2
Point of Sale Data		Yes

\*Unify licenses sold separately.