

	Core	Platinum	Diamond	
Requirements	Revenue Threshold	<100,000€	100,000€ <small>Non-Key Acc. >60,000€</small>	300,000€
	Certification Courses (Partner Portal)		✓	✓
	Online ProGlove Presence		✓	✓
	ProGlove Advocate			✓
	Demo Equipment		✓	✓
	Quarterly Business Reviews			✓
Sales	Discount (Category A Products)	Up to 30% <small>25% Standard +5% Deal Registration via BlueStar Only</small>	Up to 40% <small>30% standard +10% Deal Registration</small>	Up to 45% <small>35% Standard +10% Deal Registration</small>
	Discount (Category B Products)	Up to 30%	30%	30%
	Software Fulfillment	10%	10%	10%
	Distribution Fulfillment	✓	✓	✓
Marketing	Performance Based MDF		✓	✓
	Invitation to Partners Only Events		✓	✓
	Lead Sharing		✓	✓
	Full Partner Portal Access		✓	✓
	Access to Yearly Programs		✓	✓
	60% Discount on Demo Equipment	✓	✓	✓
Support	POC & Integration		✓	✓
	3rd Level Support		✓	✓
	Renewals		✓	✓

Revenue Thresholds

Revenue thresholds must be achieved with a minimum of five independent customers, ensuring sustainable and diversified growth.

To ensure our emerging partner relationships are able to continue on a growth trajectory, we have included a "Non-Key Account" revenue threshold of 60,000€. The list of Non-Key Accounts can be provided upon request.

Certification Courses

Partners must ensure that a minimum of three employees complete each of the required trainings annually via the Partner Portal. Where possible, training commitments should be addressed by the intended audience of the certification course.

Online ProGlove Presence

Online representation of ProGlove and ProGlove products should be reviewed regularly to ensure up-to-date information regarding the ProGlove brand and product portfolio. This includes, but is not limited to correct logos on partner websites, accurate product descriptions and pricing in online shops, digital assets in compliance with branding guidelines, etc.

ProGlove Advocate

Partners should have at least one individual designated as the ProGlove Champion within their organization to strengthen the partnership and drive mutual success. This individual will be required to complete several simple tasks within the Partner Portal to demonstrate their knowledge of the tools and resources available to their team and commitment to ProGlove.

Demo Equipment

To ensure professional customer engagement and accelerated sales cycles, partners must maintain a demo kit including at least two devices plus accessories.

Quarterly Business Reviews

In collaboration with the designated Channel Account Manager, Partners should actively participate in one business planning meeting per quarter.

Sales

Discounts (Category A Products)

- Products include Wearable Scanners, Wearable Companions, Portable Android Computers, and associated hardware accessories.
- Additional **Deal Registration** discounts will only be awarded to a single partner in order to protect the opportunity against competition.
- Bundles (Hardware + INSIGHT + ProGlove Care) will be provided the Category A discount.
- Core partners are eligible for an additional 5% Deal Registration discount by leveraging BlueStar.

Discounts (Category B Products)

- Products include INSIGHT Software, ProGlove Care, and Wearables (including, but not limited to, Hand Straps, Reels, Index Triggers).

ProGlove reserves the right to modify discounts depending on level of support necessary from ProGlove personnel.

Software Fulfillment

Any discount applied to fulfillment services of INSIGHT will be capped at a maximum of 10%. This ensures margin protection for the technical and logistical support required to deliver the INSIGHT platform. Note: This only applies when ProGlove personnel are solely responsible for the full sales cycle of the INSIGHT subscription.

Distribution Fulfillment

We encourage all partners to benefit from consolidated purchases and shorter lead times through Distribution.

Marketing

Full Partner Portal Access

Guaranteed approval for the full functionality of the Partner Portal, including early access to new features and additional modules.

Depending on availability, access to the Partner Portal for Core Partners can be granted upon request.

Support

Support

All ProGlove Partners are expected to be able to provide a basic level of support, including troubleshooting. Additional support required is subject to additional fees.