

## VTech NFR (“Not for Resale”) Demo Program For Authorized VTech Channel Partners

Available through VTech Authorized Distributors

The VTech® NFR Demo Program ensures VTech Channel Partners have access to VTech solutions that allow them to successfully demonstrate and sell VTech Snom branded products. The program provides authorized VTech Channel Partners the ability to purchase eligible VTech Snom branded products from VTech Authorized Distributors at a deeply discount price structure.

### 1) Qualified Channel Partners

Eligible participants are Authorized VTech Channel Partners. The VTech NFR Demo program is available only to VTech Channel Partners selling into and providing services to end user customers in the United States, Caribbean and Latin American (CALA) region.

### 2) Qualified Products, Pricing and Purchase Quantities

- Only NFR qualified VTech products are included in NFR Demo Program
- Eligibility and Purchase Quantities must be pre-approved by VTech prior to release from Distributor to VTech Channel Partners

### Terms and Conditions – Channel Partners

In order to participate in this NFR Demo Program, VTech Channel Partners must complete an NFR Demo Program Request Form that includes the product models, quantities and a supported by a business case that outlines how the NFR equipment will be used by their organization.

VTech will review all program requests, and when approved, VTech will provide Channel Partner with an approved NFR Demo Program Request Form. The approved form must accompany the VTech Channel Partner’s order to the Distributor prior to the NFR products release to Channel Partner.

1. The NFR Demo Program is effective May 1, 2018, and shall continue until terminated by VTech.
2. Distributors and Channel Partners who participate in the VTech NFR Demo Program must be in good standing, and their eligibility is at the sole discretion of VTech.
3. VTech reserves the right to inspect Distributor and Channel Partner demo facilities and inventory facilities to ensure compliance with program guidelines.
4. Not all VTech products in a particular category will be eligible for the NFR Demo Program.
5. VTech reserves the right to change the products eligible for the NFR Demo Program.
6. VTech reserves the right to modify or terminate this NFR Demo Program at any time without notice.