



920 JR INDUSTRIAL DRIVE, SANFORD, NC 27332 • PHONE (919) 718-0000

SMP Reseller Program
Revision: 2019-04-01

An SMP Reseller is a distributor who actively wants to promote and sell SCS Static Management Products (SMP). A Reseller is fully aware of SCS's sales and support processes and agreed to participation as outlined below when selling the SMP line.

PARTICIPATION & SUPPORT

- Reseller Price discounts – Up to 25% on all Registered opportunities
 - o 5% for registering opportunities with SCS and local manufacturer's rep
 - o 5% supporting demos at end user level
 - o 10% for processing demo PO for registered opportunities
 - o 5% for carrying the receivables

SALES REQUIREMENTS

- All SMP opportunities are to be registered with SCS and local manufacturer's rep
- Reseller must agree to place No Risk demo PO with SCS for SMP demo equipment for each registered opportunity
 - Demo Orders will have Net 90-day payment terms
 - IF the customer is not completely satisfied the product can be returned with no restocking fee within the 90-day period.
- Provide monthly updates on all open registered opportunities

TERMINATION OF REGISTRATIONS

- Registrations are valid for 60 days. All registrations must be approved by SCS Management
- Resellers must provide monthly updates to maintain validity of registrations
- Failure to place PO for demo equipment will terminate registration.
- SCS Management will determine which local reseller partner will be brought in to support sale based on feedback from the customer and local manufacturer's rep.

Cheryl Uresti
SCS Brand Manager