Fiplex
2101 NW 79th Ave
Miami, FL 33122

Partner Name:

Contact Name:

Address:

Date:

The purpose of this Agreement is to invite you to participate in Fiplex's Platinum Partner Program, which provides Fiplex Platinum Partners with unique benefits that improve their flexibility and competitiveness in exchange for compliance with the requirements listed below.

REQUIREMENTS

1) CERTIFICATION: Partner must have minimum of two (2) Fiplex FLEX BDA factory certified and FCC GROL licensed technicians; The same technicians should also have the New NICET ERCES / BDA certification once available.

2) SALES - TO GET IN: Partner must have purchased a minimum of 20 Fiplex BDA / Fiber DAS systems in prior calendar year. It can be two (2) qualifying stocking orders with Ten (10) each BDA/Fiber DAS Master or Remote OR total 20 units annually minimum.

3) SALES - TO STAY IN: Partner must have purchased a minimum of 20 Fiplex BDA / Fiber DAS systems in the calendar year. It can be two (2) qualifying stocking orders with Ten (10) each BDA/Fiber DAS Master or Remote OR total 20 units annually minimum. (this criteria will be assessed every year starting in YEAR 1).

4) PROMOTION: Partner must promote Fiplex FLEX portfolio on their website and conduct at least one (1) End user / AHJ / License Holder / A&E Lunch & Learn session per quarter.

5) CREDIT: Partner's account with Fiplex must be in good standing with no "past due" credit.

6) APPLICATION: Partner must complete a yearly application to verify compliance with above criteria and to provide a detailed business plan for how the Partner will grow the Fiplex FLEX business.

BENEFITS

1) REBATES: Partner will receive annual performance rebates based on their "Fiplex shipment growth" in prior year and meeting minimum purchase threshold in the year. The rebate will be issued in January of the following year. The rebate will not be paid out in cash, instead it will be used as a credit towards future Fiplex BDA purchases.

a. Requires minimum purchase of $200,000 in the year to qualify
b. 5% rebate on year over year Dollar Growth for BDA shipment above a 10% growth threshold
*Example: If Partner purchased $200,000 worth of Fiplex BDA products in 2021 and $300,000 in 2022, Partner will receive a rebate of $4,000 (= 5% * ($300,000 – ($200,000*1.1) in January 2023.*

2) SUPPORT: Partner will be assigned a sales engineering representative for priority support

3) BRAIN TRUST: Partner will be part of Fiplex BDA "BRAIN TRUST" that will help shape the strategy and roadmap for this business going forward. Partner will be invited to quarterly calls to provide inputs for changes and improvements.

Please countersign this Agreement to confirm you agree to above.

The Platinum Partner Program is governed by the terms of your Fiplex Partner Agreement. Fiplex reserves the right to modify the Platinum Partner Program at any time.

Fiplex

By:

Name:

Title:

By:

Name:

Title:

+1 (305) 884 8991
2101 NW 79th Avenue Miami, FL 3122, USA

Fiplex FLEX Platinum Partner Program APPLICATION FORM

COMPANY INFORMATION		
Company Name:		
Current address:		
City:	State:	ZIP Code:
Key Contact Name:	Email:	
Phone Number:	Number of Branches:	
Branch Locations:		

REQUIREMENTS
Technicians with Fiplex FLEX certification and FCC GROL License – Name(s):
Technicians with ERCES / BDA NICET certification (if applicable) – Name(s):
Does your company website feature the Fiplex FLEX platform branding or product portfolio? Website Address:
Business Plan: - Last Year Fiplex FLEX Purchase: o Fiplex FLEX Purchases Shipped $ Actual Result: o Breakdown of type of systems actually shipped (Class A, Class B, Fiber DAS, Passive Components …): - New Year Fiplex FLEX Purchase: o Fipelx FLEX Purchases $ Goal: o Breakdown of type of systems planned to be sold (Class A, Class B, Fiber DAS): o Breakdown of 3 areas of planned Growth (example: new verticals, new geographies / territories, new BDA products such as Class A and Fibver DAS….,):

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