

Solink Deal Registration Program Guidelines

Solink Corporation (“**Solink**”) is proud to offer authorized resellers exclusive partner pricing and protection through its Deal Registration Program (the “**Program**”). By registering qualified sales opportunities, authorized resellers gain access to preferred pricing aligned with their tier in the Solink Partner Program (as defined below) and are granted protection that rewards their proactive engagement and opportunity development efforts.

Program Requirements

Each reseller becomes an “Authorized Reseller” by signing a Reseller Agreement with Solink. To participate in the Program, each Authorized Reseller must fill in a Deal Registration Form (found at <https://solink.com/partners/reseller-deal-registration-form/>) completely and accurately.

To qualify, each sales opportunity (each an “Opportunity”) must:

- Be for at least one site
- Be an existing or potential new end customer to Solink
- Be, in Solink’s discretion, substantially developed by the Authorized Reseller. Criteria may include proof of Authorized Reseller having completed any of the following (“Pre-Sales Development”):
 - Performed a site walkthrough;
 - Submitted a proposal for services to the end customer;
 - Created discovery documents;
 - Completed technical scoping;
 - Performed other pre-sales activities; and/or
 - Engaged with the end customer via several phone calls, emails, and/or face-to-face meetings.

At this time, there is no minimum monetary value requirement for Opportunities.

Opportunities for which there is a publicly-available request for proposal (“RFP”) are not eligible for the Program. However, if an Authorized Reseller provides proof that they conducted Pre-Sales Development prior to the public release of the RFP, then the Opportunity is eligible for the Program. If a Registered Authorized Reseller has an Active Registered Deal when the RFP is released, the Active Registered Deal remains in effect.

Approvals by Solink

Upon submission, Opportunities will be assigned to a Solink Account Executive (“**AE**”). The assigned AE will contact the Authorized Reseller within 1–2 business days to discuss the Opportunity and coordinate next steps.

Opportunities will be approved by Solink based on the Pre-Sales Development Criteria and, upon approval, will become a registered deal (“**Registered Deal**”). Solink will email notification of a Registered Deal to Authorized Reseller.

Only one Registered Deal per end customer project will be awarded. Once a Registered Deal has been confirmed by Solink to Authorized Reseller (“**Registered Authorized Reseller**”), other requests for the same

Opportunity from competing Authorized Resellers will be rejected unless the original Registered Deal has expired

For Opportunities that are not approved, Solink will provide Authorized Reseller the reason for the denial.

Program Benefits - Pricing and Protection

Solink operates a tiered Partner Program where partners, including Authorized Resellers, are offered different discounts off Solink's MSRP depending on which tier they are part of (each a "**Tier Discount**"). In general, the more Opportunities an Authorized Reseller registers with Solink, the higher tier the partner will be in and therefore the higher discount that Solink will offer. Solink has sole discretion in determining what tier to place a partner in and what discount is offered to that tier.

Each Opportunity is eligible for a discount equal to the amount of the Authorized Reseller's tier.

How It Works

Registered Deals are valid for 90 days (the "**Registration Period**") and may be extended at Solink's sole discretion. During the Registration Period, Solink guarantees Registered Authorized Resellers the pricing protection of a Tier Discount. This discount serves to recognize and reward the Registered Authorized Reseller's efforts in sourcing and developing the Opportunity and helps maintain their competitive advantage and margin.

The Tier Discount will be greater than any discount which Solink may offer for this Opportunity to any other Authorized Reseller. In the event that multiple Authorized Resellers attempt to register the same Opportunity before such Opportunity is approved, Solink will use its discretion to determine which Authorized Reseller, if any, will provide the greatest value to the end customer, including by taking into account the end customer's stated preferences, if any, and offer that Authorized Reseller a Tier Discount.

If a customer who is the subject of a Registered Deal by a Registered Authorized Reseller during the Registration Period ("**Registered Customer**") requests to purchase Solink services either i) directly from Solink; or ii) from an Authorized Reseller, who is not the Registered Authorized Reseller, Solink shall not discount its services, or provide a discount to an Authorized Reseller, by more than the Registered Authorized Reseller's Tier Discount less 10%.

Termination

The Registered Deal automatically concludes i) at the end of the Registration Period unless the Registered Authorized Reseller has requested an extension and that has been approved by Solink in writing; or ii) if Registered Authorized Reseller submits a valid purchase order for the Registered Deal that has been accepted by Solink.

Solink may, in its sole discretion, terminate a Registered Deal and the associated Registration Period upon the occurrence of any of the following events:

- **Reseller Inactivity:** The Registered Authorized Reseller fails to demonstrate active and ongoing engagement with the Registered Customer.

- **Breach of Terms:** The Registered Authorized Reseller is in breach of any provision of its Reseller Agreement with Solink, these Deal Registration Guidelines, or any other applicable Solink policy.
- **Misrepresentation:** Solink determines that the Registered Authorized Reseller provided false, incomplete, or misleading information in its deal registration application or in any subsequent communications regarding the Opportunity or Registered Deal.
- **Detrimental Conduct:** The Registered Authorized Reseller engages in any conduct that is fraudulent, unlawful, unethical, or that Solink reasonably believes could harm its reputation, brand, or business interests.
- **Change of Control:** The Registered Authorized Reseller undergoes a change of control, is acquired by, or merges with a company that Solink, in its reasonable judgment, considers a competitor.
- **Competitive Offerings:** Presenting products and/or services to a Registered Customer that are competitive to the Solink services without first disclosing to Solink.
- **Dual Registrations:** Having approved deal registrations with companies that offer products and/or services that are competitive with the Solink products and/or services being presented to the same Registered Customer without first disclosing to Solink.