



Elektro-Automatik

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Premium Product Registration Scheme Participation Rules and Guideline

EA Programmable Power Supplies and Electronic Loads categorised as „EA Premium Products“ are subject to a project registration scheme (Premium Model list is available upon request)

The Premium Registration Scheme is a project- protection scheme, not a customer-protection scheme.

The Premium Product Registration Scheme aims at protecting any distributors' integration jobs and efforts provided for a specific project and/or opportunity at a specific customer. It will contain the very least but necessary data to properly outline and define a project. The scheme intends to identify a specific enquiry/business opportunity at a customer and subject to this, EA Elektro-Automatik will only submit a quote to the first registering (integrating) distributor. Hence, it is imperative the registration is submitted by the distributor timely, via email ideally immediately after the advice to the customer has been completed. Failure to do so may result in such registration not being admissible anymore and/or be registered under another distributor.

EA Elektro-Automatik's quotation will be uniquely (once) valid for the specific registration number/opportunity and not be automatically repetitive. Every revolving opportunity requires a new registration and/or confirmation.

The distributor needs to submit the following data in the default submission file (xls Registration form): Please use the attached excel-sheet form for that purpose and fill in the following:

- Enter the intended end-user/company data with full address
- Enter the intermediate dealer(s) if any
- Enter the project reference/name or if such project reference/name was not available, enter the department name instead
- Enter the name of the responsible user/engineer requesting the product (note, a purchase-department person's name is not a registrable user)
- Enter the specific products(s) under request/contained in the project. Note, this information has to be very specific, therefore, please name the specific model(s). Important: It is not possible to register e.g. all models of a specific series or generally list various multiple series as a whole
- Enter the specify quantity and estimated project volume
- Enter your company's name under „distributor“ and the person of your sales team that is responsible for the project
- Enter the receiving date of the enquiry
- Enter the expected order or realisation date



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After receipt, we will formally check as to whether or not such enquiry is already registered by another distributor in our project- filing system.

Should there be no registration, we will be filing the project and submit a quotation accordingly. Furthermore, we will be sending a registration number in confirmation, which needs to be detailed to us when placing an order in connection or, when having question or correspondence on the project.

EA Elektro-Automatik reserves the right to reject a registration request or cancel any assigned registration if it finds that:

- The registration data is/was incomplete
- The data provided is/was false or partly false or misleading
- The registration is older than 6 months and no update or dynamics has been received since then
- Products others than those made by EA Elektro- Automatik have been offered initially or as an alternative after our project assignment

EA Elektro-Automatik further reserves the right to extend or alter these registration rules at any time to improve its efficiency and usability.

We sincerely request all our network partners to adhere with the soundest business principles to these rules and guideline, so as to avoid unfair practises and ensure, that high-level services are properly protected.

EA Elektro-Automatik
Manager Sales and Marketing

Wolfgang Horrig

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