

CHANNEL PARTNER PROGRAM

Power Partner Incentive Program

Dealer & Reseller Track

PROGRAM AT A GLANCE

BRONZE TIER	Complimentary entry-level tier — no revenue minimum. Access to dealer pricing, training, SPIFF eligibility, and Project Registration.
SILVER TIER	3% rebate credit on gross sales of \$30,000+ over six months
GOLD TIER	5% rebate credit on gross sales of \$50,000+ over six months
GROWTH ACCELERATOR	Additional 1% rebate credit for 25%+ year-over-year growth
PAYOUT CADENCE	Bi-annual rebate payouts on a 6-month performance window
PROJECT REGISTRATION	3-month price protection + project ownership on qualifying deals \$7,500+
SPIFF PROGRAM	\$50 per qualifying camera on orders \$7,500+, paid to individual sales reps
CERTIFIED DEALER	Priority tech support, 24-hour response, first access to new products

The BZBGear Power Partner Incentive Program for dealers and resellers includes rebate credits, deal registration, individual salesperson rewards, and a certification path. Here's what's included.

Three-Tier Rebate Credit Structure: Bronze, Silver, Gold

- **Bronze Tier** — Complimentary entry-level tier for authorized dealers. No revenue threshold. Access to BZBGear dealer pricing, product training resources, SPIFF eligibility, and Project Registration eligibility.
- **Silver Tier** — 3% rebate credit on gross sales of \$30,000+ over six months
- **Gold Tier** — 5% rebate credit on gross sales of \$50,000+ over six months

New authorized dealers land at Bronze automatically — no minimum required. Once your six-month trailing volume hits \$30,000, you graduate to Silver and start earning rebate credits. At \$50,000, you move up to Gold.

Growth Rebate Accelerator

Any Silver or Gold dealer whose trailing six-month BZBGear volume grows 25%+ compared to the same six-month period the prior year earns an **additional 1% rebate credit** on top of their tier percentage.

An accelerated Silver dealer earns 4% total. An accelerated Gold dealer earns 6% total.

Bi-Annual Rebate Payouts

Rebate credits are calculated and paid **every six months**. The six-month trailing volume window determines your tier at each payout.

BZBGear Project Registration Program

Register any qualifying project through your BZBGear channel rep and you get:

- **Three months of price protection** on the registered project
- **Project ownership** — once your registration is approved, no other BZBGear dealer receives matching pricing on the same opportunity

- **48-hour registration turnaround** on submitted projects
- **Registration is stackable** — registered project sales still count toward your six-month tier qualification and rebate credit calculation

Qualifying projects are valued at \$7,500 or more. Submit the project details through your rep, get approved, and lock in your pricing and your position.

BZBGear SPIFF Program

For every qualifying BZBGear camera or PTZ system sold through an authorized Bronze, Silver, or Gold dealer on an order of **\$7,500 or more**, the salesperson who closed the sale earns a **\$50 SPIFF** paid via Visa prepaid card.

To claim a SPIFF, dealers submit sales reports with SKU, serial number, sale date, order value, and salesperson info. Payouts land in the salesperson's hands via Incentive Insights within 30 days.

BZBGear Certified Dealer Program

Complete the BZBGear product certification curriculum (approximately four hours of online training covering PTZ cameras, video distribution, AV-over-IP, and broadcast solutions) and your dealership earns the **BZBGear Certified Dealer** designation. Benefits include:

- **Priority tech support** — skip-the-queue access to Tier 2 technical resources
- **Guaranteed 24-hour response** on all technical support tickets
- **First access to new product allocations** — a 30-day head start on limited-availability launches
- **BZBGear Certified Dealer logo** for use in your own marketing and sales collateral

Certification is earned per dealership, renews annually, and is available to dealers at any tier — including Bronze.

Ready to Get Started?

If you're already a BZBGear dealer, your sales rep can walk you through where you sit today, which benefits you're already earning, and what it would take to move up.

If you're new to BZBGear and interested in carrying our lineup of PTZ cameras, video distribution, AV-over-IP, and broadcast solutions, contact your BZBGear representative to enroll.

To learn more about the program, register a project, sign up for certification, or start a conversation about dealer partnership, visit BZBGear.com or contact your BZBGear representative directly.

CONTACT US

To enroll, register a project, sign up for BZBGear Certified Dealer, or start a partnership conversation, contact your BZBGear channel representative directly.

Web: bzbgear.com