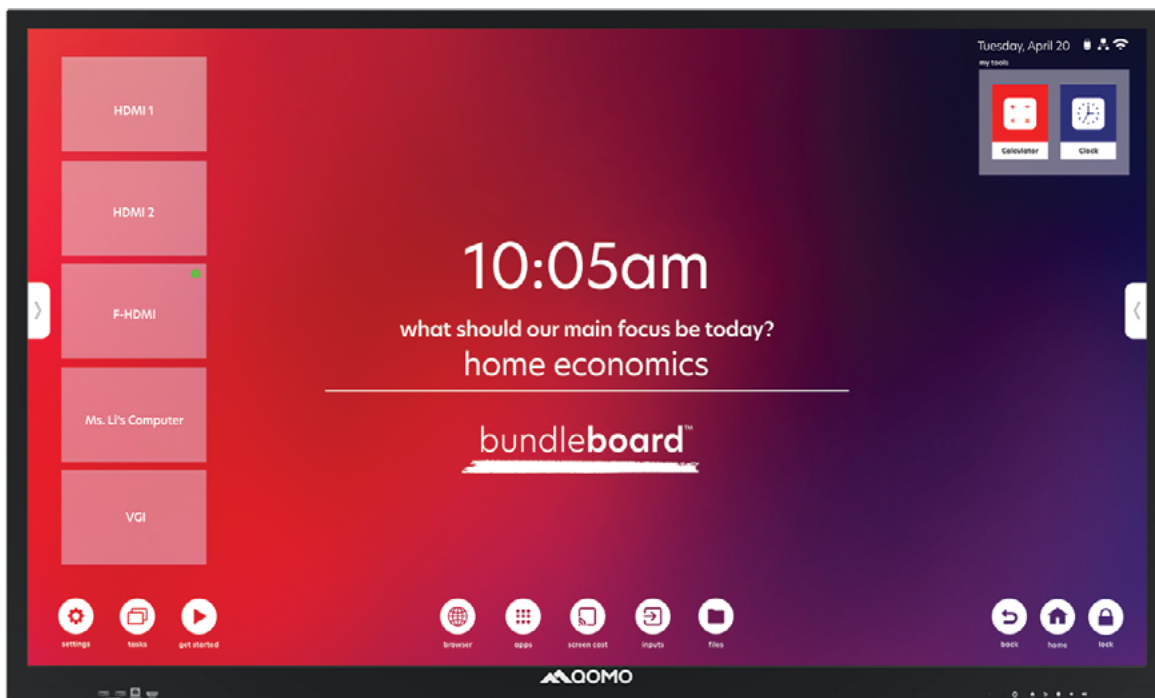




#### DEALER INCENTIVE PROGRAM

# grow and gain with QOMO.

Only QOMO brings a full product line,  
a complete dedication to the Pro A/V Channel,  
and price incentives to keep you competitive.



# here's how our program is better for you.

want to become a reseller?  
get registered.

Fill out the application online.  
Visit [qomo.com/form/reseller](https://qomo.com/form/reseller)

**QOMO is dedicated to our partners in the Pro A/V Channel – bringing multiple product offerings, achievable sales goals, and aggressive price incentive programs.**

We sell through dealers and distributors, growing when they grow.  
**We succeed through strong reseller partnerships.**

## MULTIPLE PRODUCT OFFERINGS

We offer more products, which means you have more opportunities to count toward your total number.

## ACHIEVABLE SALES GOALS

Start receiving dealer benefits quicker at lower sales volumes, and continue to grow them without diminished percentages.

## RESPONSIVE PRICE INCENTIVE PROGRAMS

If you take advantage of these programs, we'll keep you competitive and help you win again and again.

## TIERS FOR EVERY TYPE OF DEALER

We're responsive to your size and customer relationships. Dealer benefits begin from the get go. And, when you grow, your benefits grow.



there are benefits to every tier, and then some.

	Price Incentives	SPIFFs Program	Market Development Funds (MDF) Our MDF is calculated based on the previous end of year sales, and can be used throughout the next year.	Volume Incentive Rebate (VIR) Our rebates are calculated based on end of year sales and are paid out at the end of the year.
silver	✓	✓		
gold	✓	✓	✓	
platinum	✓	✓	✓	✓

distribution	<b>Not ready to be a QOMO dealer? Or maybe you have a one-time opportunity. No problem!</b> You can purchase directly from one of our Distributors. Reach out to <a href="mailto:sales@qomo.com">sales@qomo.com</a> to get started.
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# silver

# entry level

qualify to receive price incentives and sales bonuses, from the get go.

## How do you qualify?

Commit to targeting **\$50,000 in purchases in your first year** with QOMO.

## Not yet a reseller? Get registered.

Fill out the application online. Visit [qomo.com/form/reseller](https://qomo.com/form/reseller)

## What if you purchase more than \$50k?

If you hit over \$50k, you are eligible to move up to Gold or Platinum status. This also qualifies you for MDF + VIR eligibility. COOL!

# gold

# \$50k+

receive price incentives, sales bonuses,  
and accelerate your promotions.

MDF  
eligible

## How do you qualify?

When your purchases from QOMO **reach \$50,000 annually**, you will accumulate MDF (Market Development Funds) for the next year.

## What do we mean by MDF eligible?

Our MDF is calculated at **1% of year-end purchases**, and can be used throughout the next year.

# platinum

# \$250k+

receive price incentives, sales bonuses,  
accelerate your promotions, and get cash back  
for being the best.

MDF + VIR  
eligible

## How do you qualify?

When your purchases from QOMO **exceed \$250,000 in the previous sales year**, we will provide MDF and VIR (Volume Incentive Rebates).

## What do we mean by VIR eligible?

Our VIR is calculated at **2% of year-end purchases**, and offered at the end of the year!

Opportunities and price quotes below a certain discount rate may not be eligible for VIR and will be indicated through writing. These tiers are specific to 2023 only. They will be evaluated and may be subject to change due to overall sales goals for following years.

# you can win with our price incentive programs.

## opportunity registration program

This program gives a price benefit to the first dealer to register a unique opportunity with QOMO. It's geared toward supporting dealers who have been nurturing specific opportunities and convincing customers to go with a QOMO product over the rest.

1

Fill out the form here at **qomo.com/dealer-portal**  
Find it under Price Incentives!

2

Send in your form and QOMO will ensure the opportunity is not already registered.

3

Once approved, a price discount is granted.

## meet competition program

This is an additional price incentive route for opportunities that require added price discounts in order to meet or beat bids from competing product, or to meet specific customer budget restrictions.

1

Fill out the form here at **qomo.com/dealer-portal**  
Find it under Price Incentives!

2

Send in your form and QOMO will evaluate submission for feasibility.

3

Once approved, price discount is granted.

# you can provide sales incentives for your team.

## SPIFFs program

A SPIFF is a bonus we offer to individual sales personnel of authorized resellers. Our SPIFFs may change as often as monthly. These will be reflected on the QOMO SPIFF list.

1

Fill out the form here at **qomo.com/dealer-portal**  
Find it under SPIFFs Program!

2

Send in your form and QOMO will review requests and qualifying purchases.

3

Once everything is good to go, QOMO will mail SPIFF checks.



and, where there's a demo,  
there's an easy way.

**we offer demos for dealers at reduced pricing.**

**Needing some products for general customer-site demos or your showroom?**  
**Our dealers can purchase QOMO products at a reduced price.** When you decide it's time to upgrade to newer models of our products, you're free to sell the demo units at whatever price you'd like.

**To find pricing for our demo units, see our price list.**

**we also offer demos for specific  
customer opportunities. just ask us.**

**Have a specific customer who'd like to give our products a go before purchasing? No problem!** Demo units may be requested for these opportunities. QOMO offers to ship a demo unit to a customer at **no cost for a 20-day evaluation**. If they're not satisfied with the product, it's the responsibility of the dealer to cover the return shipment costs of the demo unit.

**While we encourage specific demos, weigh the potential cost of return shipping against the prospect's likelihood to buy from you.**



1

Fill out the form here at  
**[qomo.com/dealer-portal](https://qomo.com/dealer-portal)**  
Find it under Demo Request!

2

Send in your form and  
QOMO will evaluate the  
opportunity for approval.

3

If approved, a demo unit will be  
shipped by QOMO.

**from our family to yours.  
we're dedicated to growing  
value together.**

As a family-run business, we understand the value of trust and working with others—in business and in everyday life.

I want to personally thank you for doing business with QOMO. Your trust in us has allowed us to thrive in this competitive industry, since we opened our doors in 2002.

We want to return that trust by making a promise to you. We promise to remain dedicated to your business and to growing value together. When you grow, we grow. Maybe you've heard these thoughts from others, but we live by it every day.

That's why everything we do is designed to make your relationship with QOMO as rewarding as possible. From our customer service, to our innovative products and solutions that you can be proud to take to your customers, we're dedicated to growing your business.

Your friend and business partner,

A handwritten signature in black ink, appearing to read 'William Li', with a stylized, cursive script.

**William Li**  
CEO of QOMO

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