

Yeastar Partner Agreement

This Partner Agreement (the "**Agreement**") is entered into by and between Xiamen Yeastar Information Technology, Co. Ltd., a Limited Company, having their registered office at 5/F, No.63-2 Wanghai Road, 2nd Software Park, Xiamen, China. And the company identified in the Yeastar Partner Registration Form ("**Partner**") and governs Partner's participation in Yeastar's channel program(s).

1. DEFINITIONS

The following terms have the meanings specified below:

- 1.1 "**Yeastar**" means Xiamen Yeastar Information Technology Co. Ltd.
- 1.2 "**Yeastar Partner Registration Form**" means the on-line application in <https://www.yeastar.com/channel-program/> .
- 1.3 "**Distributor**" means a company authorized by Yeastar for distribution sales of Yeastar products or services to the partners.
- 1.4 "**Partner / Re-seller**" means a company authorized by Yeastar to purchase Yeastar products or services from local distributor and to resell them.

2. RESPONSIBILITIES OF PARTNER

- 2.1 **Compliance with Channel Policies.** Partner shall comply with all channel policies applicable to Partner.
- 2.2 **Compliance with Yeastar Unified Price Policy.** Partner shall comply with the unified price policy set by Yeastar, can not compete maliciously at low prices.
- 2.3 **Marketing Efforts.** Partner shall cooperate to place Yeastar logo in their website and set up backlink to Yeastar. Partner shall use commercially reasonable efforts to promote and expand the sales of Yeastar products in authorized territory.
- 2.4 **Gained YSCT Certification.** At least one employee from Partner shall gained the YSCT (Yeastar Certified Technician) Certification by pass the YSCT exam successfully. If this qualified employee resigned from Partner, then another candidate from Partner should get the approval as soon as possible.
- 2.5 **End User Support.** Partner shall support to end users with regard to any product problem.

3. RESPONSIBILITIES OF YEASTAR

3.1 Beneficial Price Offer.

- 3.1.1 Partner can purchase maximum one unit of S-Series IP PBX and one unit of Gateway based on NFR special discount.

- 3.1.2 Partner has the right to enjoy the re-seller price by following the distributor's pricing policy.
- 3.2 **Free Technical Support.** Yeostar shall offer Partner free technical support through voice, chat, e-mail and support portal ticket access.
- 3.3 **Free Sales/Technical Training.** Yeostar shall offer Partner free online/on-site training regarding to the sales and technical.
- 3.4 **Free Marketing Support.**
 - 3.4.1 Yeostar shall provide free marketing materials to Partner under reasonable application. Such as brochures, pens, notebooks, etc.
 - 3.4.2 Yeostar shall generate a partner portal account for Partner to enjoy all partner benefits. Such as [Marketing Resources], [Yeostar Academy], [Online Webinar], [Support Portal], [Remote Management], [Project Registration], [LCS Purchase], [My LCS], [Lookup], etc.
 - 3.4.3 Yeostar shall provide one free license for Partner to manage one S-Series IP PBX remotely through Yeostar Remote Management System.
 - 3.4.4 Yeostar shall provide one free online PBX demo to Partner or it's client for testing purpose.

Both Yeostar and Partner agree to respect this agreement and support each other from all the above aspects. If any party break either clause of this agreement, the other party has right to stop this cooperation by writing officially.

IN WITNESS WHEREOF, the parties hereto have executed this AGREEMENT as of the date below written.

(Yeostar)

(Partner)

Xiamen Yeostar Information Technology Co., Ltd.

AXA-TEL d.o.o.

BY: Alan Shen / General Manager
(Full Name / Position)

BY: Ivan Gudelij / Manager
(Full Name / Position)

Signature: Alan Shen

Signature: Gudelij

Date: 21/1/2020

Date: 20.1.2020.

Company Stamp:

Company Stamp: "AXA-TEL"
d.o.o.
MOSTAR

