

# Distributor Discount Promotion

The Growth Partner Program is aimed to improve Tridium's relationship with its direct resellers and to enable and support them in their effort to successfully promote and sell Niagara Framework® and related services and solutions. As a part of the Growth Partner Program, and our focus on supporting and enabling the Niagara Framework distribution channel, we are glad to present the Distributor Discount Promotion Program.

The Distributor Discount Promotion is created to recognize the outstanding results of top Tridium distributors globally, support them in continuous future growth, and reward them for the outstanding achievement of reselling Niagara Framework® by providing those who qualify with an additional multiplier discount.

## DISTRIBUTOR DISCOUNT

Any Tridium distributor which achieves:

- ▶ **\$3,000,000 in revenues gets 0.01 reduction of their multiplier for the next GPP year**
- ▶ **\$6,000,000 in revenues gets 0.02 reduction of their multiplier for the next GPP year**

Above mentioned revenue should be reported on respective GPP Distributor scorecard for 12 months rolling evaluation period.

## CONTACT YOUR TRIDIUM SALES MANAGER WITH ANY QUESTIONS

### DISTRIBUTOR DISCOUNT ELIGIBILITY CONDITIONS

- ▶ **Distributors as part of the Growth Partner Program**
- ▶ **Distributors that have achieved the Platinum status**
- ▶ **Revenue is calculated in the Growth Partner Program scorecard**



VALID FOR GROWTH PARTNER PROGRAM 2024 AND ONWARDS