

# Global OEM Program

The Tridium Growth Partner Program's goal is to improve Tridium's relationship with its partners and to enable and support efforts to promote and sell the Niagara Framework® and related Tridium services and solutions. As a part of the Tridium Growth Partner Program and Tridium's focus on enabling global business opportunities, including global expansion of the Niagara Framework®, we are glad to announce the GPP Global OEM Program.

The GPP Global OEM Program is focused on Tridium OEMs who have existing and expanding operations and who resell Tridium Licensed Materials (as defined in the Reseller Agreement), including the Niagara Framework®, in more than one of Tridium's sales regions, specifically, (i) the Americas, (ii) Europe, Middle East and Africa, and (iii) Asia Pacific. Each Tridium OEM business entity which meets the definition of Global OEM, as defined in the GPP terms and conditions, will be granted the highest GPP level (e.g. platinum, gold, etc.) for the most productive regional entity and will be able to use all the related benefits, including a Global OEM multiplier. Conditions will be checked for each of the Global OEM's regional entities separately and GPP level and applicability of the Global OEM Multiplier will be granted based on an entity's eligibility (as described in the GPP terms and conditions).

### PROGRAM BENEFITS

To assist your business, the Global OEM Program provides:

- ▶ **Access to global GPP status based on the highest GPP status across OEM's entities.**
- ▶ **Access to global multiplier based on the lowest multiplier available to OEM's entities.**
- ▶ **Access to GPP related benefits across OEM's regional entities connected to the global GPP level for all applicable regional entities. All eligible entities in one region get single, combined GPP monetary rewards awarded by region (except for the global multiplier) and can split/share the monetary reward between themselves (for example, in the case of Marketing Development Funds, all regional entities that qualify to receive the highest GPP level across the Global OEM's regional entities ("Global GPP Level"), will be awarded a single MDF amount based on such Global GPP Level and must share or apportion the single MDF amount among all qualifying entities within the region).**

### GLOBAL OEM PROGRAM ELIGIBILITY CONDITIONS

- ▶ **OEM must resell Niagara Framework® in at least two out of three global regions (Americas, EMEA, APAC).**
- ▶ **OEM must have an entity with a physical office where business is conducted or where services or industrial operations are performed by employees of the OEM in the location where services are offered. This will include ground operations (local sales and support) in each region where they offer Niagara Framework® and related solutions.**
- ▶ **Each regional entity must have an active Authorized Tridium Reseller Agreement in place.**
- ▶ **OEM's regional entity must order the JACE Controller unbundled.**
- ▶ **OEM's must share regional entity's sub-orgs with Tridium.**
- ▶ **10% growth year-over-year in every region to qualify for increased multiplier.**

**CONTACT YOUR  
TRIDIUM SALES  
MANAGER WITH  
ANY QUESTIONS**