Key Integrator Partner
Programme 2021

REGISTERED INSTALLER

Integrator PARTNER

Solution PARTNER

Enterprise PARTNER

DAHUA IRELAND

Introduction

Our Key Integrator Partner (KIP) Programme has been developed to support our most important partners and to assist with their own support network in order to help growth for both parties. We have created four levels of partnership tailored to suit your individual requirements – Registered, Integrator, Solution and Enterprise.

The fundamental principal of the programme is to be a mutually beneficial partnership, designed to grow our businesses together. One of the many benefits of the KIP Programme is our support framework, specifically set up to assist your company every step of the way. With experienced technical and sales support, our team will be made available to your business to help you achieve your objectives and targets. By becoming a partner, our aim is to become an extension of your team.

Partner requirements

Registered Members	Certified Members		
dahua TECHNOLOGY REGISTERED INSTALLER	dahua TECHNOLOGY Integrator PARTNER	dahua TECHNOLOGY Solution PARTNER	dahua TECHNOLOGY Enterprise PARTNER
€5K Target Spending	€30K Target Spending	€100K Target Spending	€200K Target Spending

Partner benefits

PHONE LINE SUPPORT

As a partner, you will have access to the KIP dedicated post-sales technical support phone line, ensuring you of our quickest response to our Ireland tech team. You will also be provided with a contact sheet giving you direct access to our pre-sales technical team who are out on the road to support your company with system design, site surveys, training and demonstrations.

EVENTS

As a partner, you will receive first notification of events and roadshows around the country. We will also put on partner-only events to give you exclusive access to the latest developments and news, as well as offering you the opportunity to interact with the select few other partner companies and our staff.

DEMONSTRATION STOCK DISCOUNT

Purchased through your normal distribution route, your company will receive discounted demonstration stock discount on any Dahua products. (See page 3 for more info)

REBATE ON ANNUAL SALES

Based against an agreed financial target, Dahua will support your company with an annual rebate. This will be based on regular meetings and purchasing data being provided.

END-USER LEADS

From time to time, Dahua interacts with end-users at exhibitions or via direct contact with our office. In these instances, we will refer companies like yours who we are comfortable can offer the best service and support. Where your company is best placed to support them with their requirement, we will introduce you as a potential business partner at the end-user's discretion.

UNIQUE PARTNER LOGO & ID NUMBER

To ensure only accredited partners are putting themselves forward, the Dahua KIP Programme logo carries a unique identification number linked back to our database. This means anyone using the logo can be quickly checked by third parties and end-users to ensure they are fully accredited.

Partner benefits

	Dahua Technology REGISTERED INSTALLER	Dahua Technology Integrator PARTNER	Dahua Technology Solution PARTNER	Dahua Technology Enterprise PARTNER
Reward:				
Target Spending	**€5K**	**€30K**	**€100K**	**€200k**
Annual Rebate	-	**1%**	**2%**	**3%**
Welcome Rebate	-	**1%**	**1%**	**1%**
Demo Stock Discount	**5%**	**10%**	**20%**	**30%**
Sales Support:				
Dedicated Account Manager	-	✓	✓	✓
Dedicated Pre-Sales Support	-	✓	✓	✓
Project Discount (Subject to Project Size/Vertical)	✓	✓	✓	✓
Lead Sharing	✓	✓	✓	✓
Technical Support:				
Dedicated Support Line	-	✓	✓	✓
Dahua Certified Training Course click **here**	✓	✓	✓	✓
Project Registration, Design & Support	✓	✓	✓	✓
Marketing Support:				
Materials (Literature, Adverts, Logos)	✓	✓	✓	✓
Exclusive Invitation to Dahua Events	✓	✓	✓	✓
Access to Demo Facilities	✓	✓	✓	✓

FAQ

Q1. We are interested, but I don't know if our company is eligible to apply.

Dahua welcomes Ireland-registered Professional Security Installers or System Integrators to apply online. You will be notified by email within 7 working days if your application has been successful.
Click **here** to apply online or visit: **https://www.dahuasecurity.com/uk/partners/KeyInstallerPartnerProgramme**
Dahua is free to decide at its sole discretion if the applicant can join its KIP.

Q2. How do you determine the level of our company after we have applied?

Dahua KIP customer level classification is decided based on the rules below:

- For existing Dahua KIP partners, the level is dependent on the previous year's spend
- For existing Dahua customers that aren't currently KIP partners, the level is dependent on the previous year's spend (Needs distributor verification).
- New Dahua customers will join at "Registered Installer" level.

The KIP agreement will be renewed automatically on an annual basis. The level will be upgraded or downgraded based on the previous year's spend when renewing the contract.

Q3. What is the effective term of the agreement and what happens if we join halfway through the year?

The KIP programme runs from 1st January to 31st December each year. At the end of the year, the KIP partner will be allocated to the appropriate level based on its spend. Any rebates will be issued annually based on the partner's level.

Customers joining the KIP programme for the first time, and part way through the year, will also allocated to the appropriate level at the end of the year based on their actual spend. Any rebates will be issued annually based on the partner's level.

Q4. I'm new to the programme, is there any benefit for me?

Customers joining the Dahua KIP programme for the first time will be eligible for a 1% Welcome Rebate on their Dahua spend over €30k (Integrator Partner level or above).

Q5. How do I get my rebate?

The distributor will pass the rebate received from Dahua to the Security Installer/Systems Integrator via a credit note or cash (by the end of February of the following year).

Q6. Who should I contact if I have any other questions?

Please feel free to email **sales.uk@dahuatech.com** stating in the subject line **"KIP ENQUIRY"**. We will get back to you as soon as possible.

Driving Innovation to an AIoT Future

Dahua Ireland 2021

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