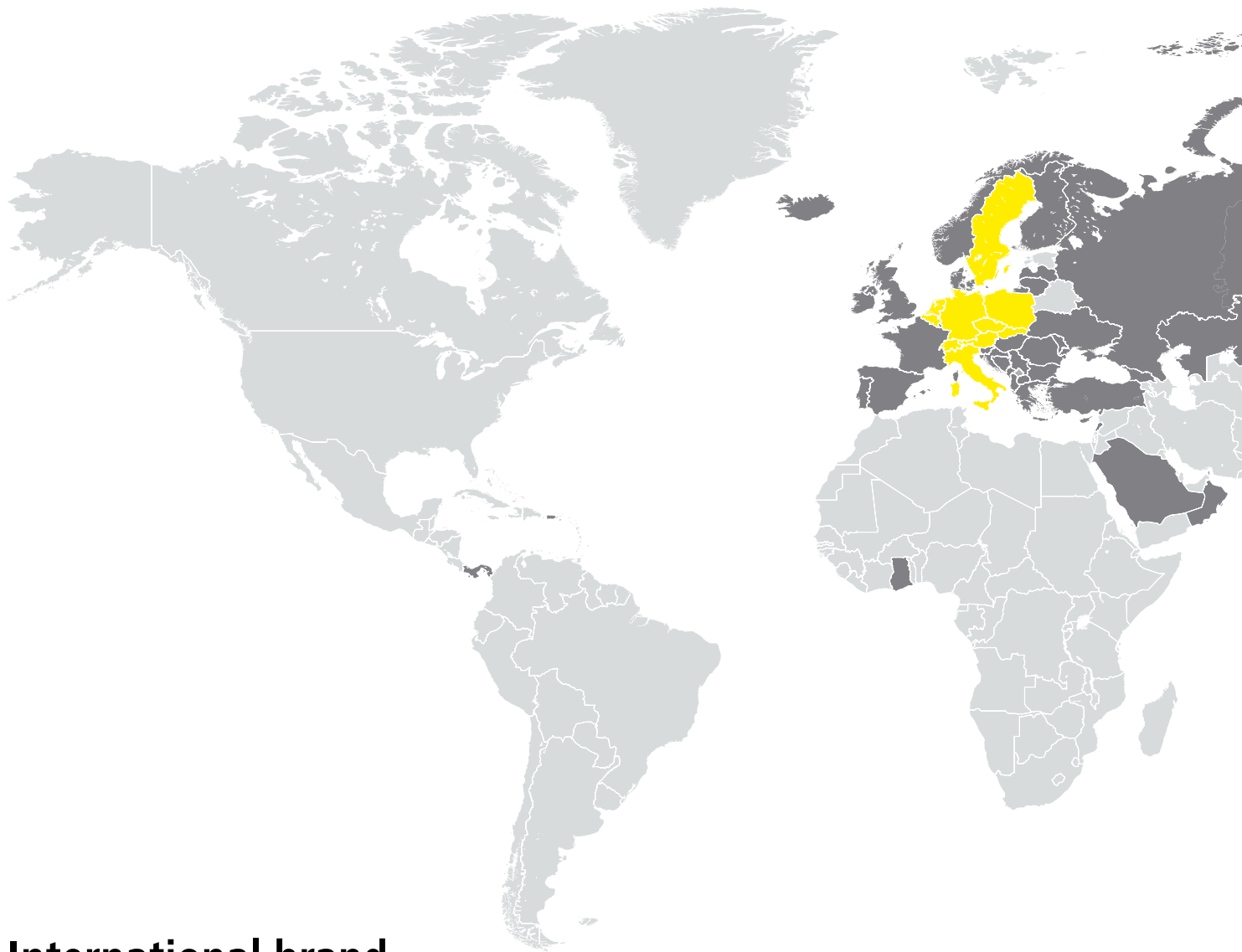


Partners benefit

The EVVA electronic partner programme offers a wide variety of benefits



International brand strengthens local partners

EVVA was founded in 1919 by three engineers in Vienna. Today, besides its headquarters in Vienna, the EVVA Group encompasses 10 subsidiaries in Europe as well as distributors in more than 30 countries.

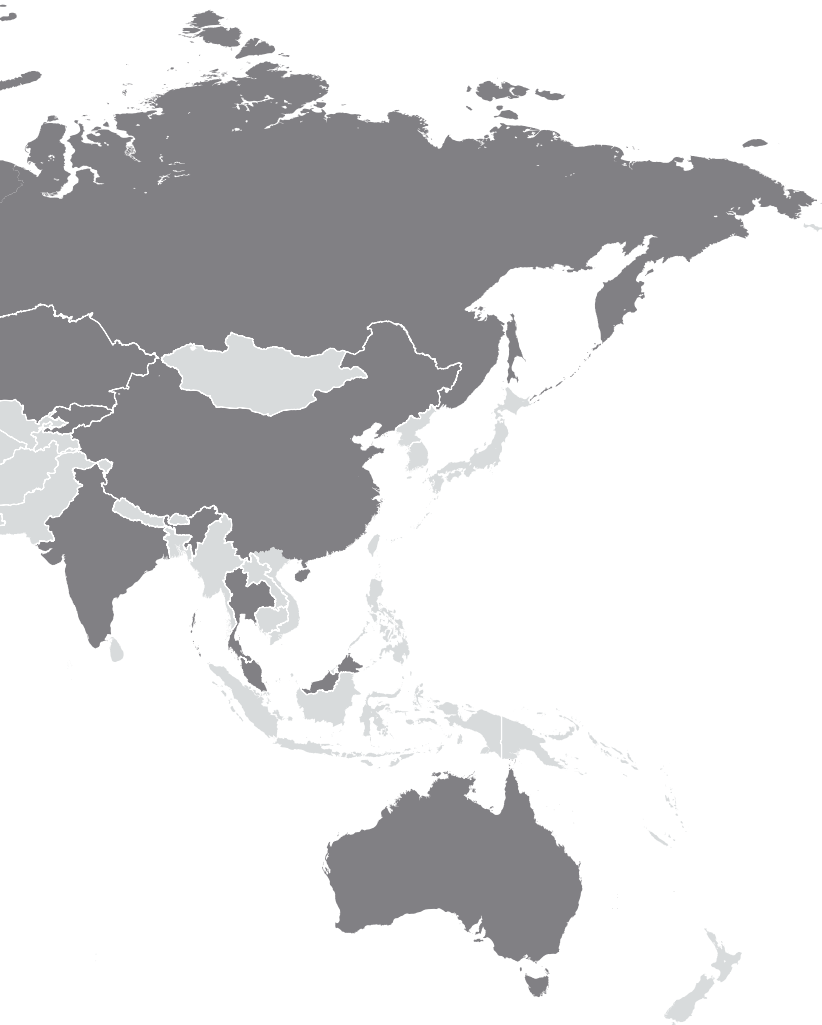
Following its first patent in 1937 for a cylinder padlock, several innovations were pursued in the field of mechanical as well as electronic locking systems. With the two product innovations, Xesar and AirKey, EVVA introduces two further electronic access systems to the market. With this move, EVVA underscores its competence as a developer and manufacturer of mechanical and electronic locking systems in Europe.

EVVA opts for project-oriented partner sales

Local sales partners on-site are precisely aware their customers' needs and are able to offer the appropriate solution from the extensive EVVA product portfolio. Project tenders that are directly submitted to EVVA are forwarded to trained partners. Regarding consulting, planning and implementation know-how, EVVA supports its partners in successfully completing their projects.

With the EVVA electronic partner programme, you can achieve more profit, sustainable business relations, and higher customer satisfaction.





- Countries represented by EVVA subsidiaries
- EVVA represented by distributors

Become a partner programme member

The EVVA electronic partner programme offers you many benefits for the sales of EVVA electronic locking systems. As a member of the partner programme, you are directly connected to the comprehensive know-how of the manufacturer and are actively supported in the areas of technology, sales, training and marketing.

The following products can be purchased and sold within the framework of the EVVA electronic partner programme:

- › Xesar – the all-round security solution
- › AirKey – the smartphone is the key

Benefit from the many advantages the new partner programme has to offer.

The partner programme offers you a wide variety of benefits in all areas

Technology:

- › Product information
- › Technical support
- › Installation instructions

Training:

- › Product training
- › Standards and guidelines
- › Sales arguments

Sales:

- › Consulting and sales support
- › Events for partners
- › Promotions

Marketing:

- › Brochures, POS material
- › Image download
- › Product samples

The perfect partnership for your success

Setting aims, developing with EVVA, reaching goals

You are not active in the area of electronic locking systems and would like to become involved in this business field with the Xesar and AirKey?

You already have experience in electronic locking systems and would like to expand your portfolio with the Xesar and AirKey products?

No matter, whether you are new to the world of electronic locking systems or have already gathered extensive experience, you will continue to develop with EVVA. We always have the perfect partner level for you.

Become a member of the EVVA electronic partner programme.



The optimum partner level for every sales partner

EVVA-Reseller

You know that electronic locking systems are the latest trend. You are thinking about including them in your range of products and are therefore interested in Xesar and AirKey? The reseller partner level offers you the perfect opportunity to become acquainted with our two product innovations. On top of that, you find out about the many benefits that an EVVA partnership has to offer: Regular newsletters with information on promotions and important news, technical support, ads, POS material and much more. Starting with your very first order, you receive an attractive reseller discount of 25%.

EVVA-Partner

With Xesar and AirKey as well as sound consulting, independent planning and assembly, you simply want to offer your customers more service? Take part in the partner training programme for the Xesar/AirKey programme and become a qualified EVVA-Partner for electronic locking systems. You can expect to encounter several benefits: Listing on the EVVA website, exclusive promotions, invitations to partner events, your special partner reseller discount, project discounts, and much more. The best thing to do is to contact EVVA directly.

EVVA-Certified-Partner

You have become a distinguished EVVA-Partner based on your competence and qualified technical knowledge and have therefore been invited by EVVA to become an EVVA-Certified-Partner. In this partner level, you support your customers comprehensively and solve complex tasks with the extended product range of Xesar and AirKey. As an optimally trained EVVA-Certified-Partner you also offer your customers a maintenance and repair service. You therefore have full added value at your disposal. Additional benefits of this partner level are: particular reference in the dealer list on the EVVA website, exclusive offers, your top reseller discounts, project discounts, and much more. The best thing to do is to contact EVVA directly.

Partner levels – A comparison

		EVVA-Reseller	EVVA-Partner	EVVA-Certified-Partner
Your benefits	Products	Standard Xesar & AirKey programme	Standard Xesar & AirKey programme	Standard Xesar & AirKey programme + extended product range in preparation.
	Lead transfer Project inquiries submitted directly to EVVA will be transferred to you.		Depending on size and complexity, we forward inquiries from end customers for you to take care of on your own or in collaboration with others.	Depending on size and complexity, we forward inquiries from end customers for you to take care of on your own or in collaboration with others.
	Inclusion in the dealer search function on the Xesar/AirKey website		YES	YES With special marking
	Reseller discount	25%	Increased reseller discount. EVVA external sales persons will grant discounts to you as an EVVA-Partner.	Top reseller discount. EVVA external sales persons will grant you discounts for Certified-Partners for electronic locking systems.
	Newsletter	Reseller newsletter	Partner newsletter	Certified-Partner newsletter
	Technical support for customers	You can advise your customers on the products.	With your training, you can offer your customers consulting, planning and assembly services.	Due to your high qualification, you also offer your customers a replacement parts inventory, maintenance service and a repair service.
	Partner events		YES	YES
The basis	Business foundations	Commercial reseller EVVA Terms and Conditions of Business	Commercial reseller EVVA Terms and Conditions of Business Partner agreement	Commercial reseller EVVA Terms and Conditions of Business Certified-Partner agreement
	Qualification		Partner training Duration according to training plan	Supplemental training Certification. Duration according to training plan
	Goods / sample presentation	Optional product samples	Product sample set. As a partner, you present the Xesar/AirKey product programme to your customers using POS product samples.	Product sample set. As Certified-Partner you present the entire product range of Xesar/AirKey to your customers using POS samples.

We pass our knowledge on to you

The EVVA partner programme offers you the opportunity to receive extensive training in the Xesar and AirKey product range.

Are you interested in the reseller partner level? Come to one of our reseller events and see the EVVA electronic locking systems in action. Events take place on a regular basis in your region.

You can qualify for the partner level by taking part in a partner training programme, in which you deepen your product knowledge and expand your skills in the area of consulting, planning and assembly.

With the supplemental training and certification exam, you qualify as a EVVA-Certified-Partner. The certificate is an outward demonstration of your special skills.

Training overview

EVVA-Partner

These days are filled with practical exercises! You will receive in-depth training in the themes listed below and also have the opportunity to actively take part in e.g. assembly and battery replacement.

Duration according to training plan

- › Standard Xesar/AirKey product range:
 - Door components
 - Software
 - Administration equipment
 - License service
- › Guidelines:
 - Key standards
- › Project planning:
 - Creation of a customer and object profile in order to find the optimum product for the customer's needs (case study)
- › Sales arguments:
 - Communicating benefits and USPs of Xesar/AirKey
 - What sets us apart from the competition
- › Service:
 - Ongoing service, e.g. battery replacement
- › Assembly:
 - Door component assembly
 - Software installation
- › Project work
 - Planning a concrete example project



EVVA-Certified-Partner

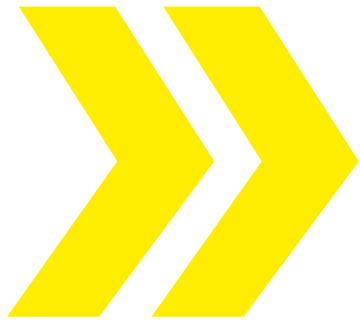
The supplemental training builds on the partner training programme and makes you an expert for Xesar and AirKey products!

Case studies are used, for instance, to expand your knowledge in the field of repair and troubleshooting.

Duration according to training plan

- › Extended product programme Xesar/AirKey*
- › Guidelines:
 - Standards in detail (e.g. EN1634, EN179)
- › Repair:
 - Repairs within the framework of replacement parts definition for the Door components
- › Service:
 - e.g. troubleshooting
- › Complex project work
 - Planning a concrete example project
- › Certification exam

*according to availability



**Join the EVVA electronic
partner programme**