

Juggernaut.Case™

smartphones on the battlefield

Dealer of Record (DOR) Terms:

Juggernaut.Case is pleased to announce our Dealer of Record (DOR) program for our authorized resellers.

The DOR Program will compensate your company by providing incentive-based discounts on individual business opportunities brought to Juggernaut.Case and considered incremental to current business activity. This program does not guarantee a business award, but when approved, will provide a set discount for the specifically approved opportunity.

Only one DOR will be approved per opportunity and will be issued on a first come, first approved basis once confirmed, verified and approved through the Juggernaut.Case team. In addition, approvals will only be granted on opportunities which have not already been solicited by DLA, or the end user directly, as of the date of the request.

Upon identification by your company of an opportunity falling within the criteria stated herein, the attached DOR form must be completed and submitted to the Juggernaut.Case POC identified.

- The Juggernaut.Case DOR program is dependent upon your identification of an opportunity considered incremental to current Juggernaut.Case business activity.
- Upon submission of the DOR form, Juggernaut.Case will review and provide written approval or disapproval accordingly. Submitting a DOR form does not in any way guarantee acceptance.
- The DOR form must be filled out completely and submitted prior to the sale going out to bid/tender (no DOR will be accepted after the RFQ has been issued from DLA, FedBizOpps, etc).
- DORs will be issued on a first come, first approved basis once all other criteria is met.
- The DOR is awarded on an opportunity (deal-by-deal) basis and does not mean your company owns the account.
- Company must fully document the work done to support the request in the DOR form.
- The DOR is valid for 30 days from approval; status can be extended for 30 day increments with resubmitted DOR. If a specific DOR is approved by Juggernaut.Case, your company will receive a registration number applicable to the specific opportunity you identified. That registration number must be listed on all communication to ensure proper pricing is provided.
- Your company must be in good standing with Juggernaut.Case to qualify and remain a participant in the DOR program.

Any resultant purchase order placed in conjunction with this agreement is subject to Juggernaut.Case standard commercial terms and conditions of sale.

Juggernaut.Case™

smartphones on the battlefield

Dealer of Record (DOR) Request Form:

The Juggernaut.Case Dealer of Record Program is designed to recognize effort in the field by our authorized distributors to market Juggernaut.Case products and services. This request form registers you as having the most direct contact with the appropriate users, acquisition personnel and/or contract officers.

Requirements:

- Distributor/Dealer Must be in good standing at time of DOR request.
- Form below must be filled out completely
- Existing account payment terms apply (except any order over \$30,000 which requires a 50% deposit)
- You must receive an acknowledgement from Juggernaut.Case confirming your acceptance as the Dealer of Record
- Dealer of Record consideration applies only to the specific products requested in connection with this DOR request.
- The DOR is valid for 30 days, status can be extended for 30 day increments with resubmitted DOR.

Follow these instructions to register yourself as the Dealer of Record:

- Fill out the form and email to info@juggdef.com
- We will assign a Dealer of Record number for the opportunity
- You must reference the DOR when securing pricing and delivery in order to receive DOR consideration

Reseller Info

Date submitted _____	Anticipated RFQ date _____
Company _____	Email _____
Salesperson _____	Region _____

End User Info

Organization _____	Contact name _____
Address _____	
Email _____	Phone _____

Buying/Contract Authority (if different from end user)

Organization _____	Contact name _____
Address _____	
Email _____	Phone _____

Juggernaut.Case™

smartphones on the battlefield

DOR Request Form (Cont.)

Opportunity Information

Part #	Description	Color	Quantity

Description of work completed to support request

To be completed by Juggernaut.Case – For internal use only

Verified by: _____ Date: _____

DOR Number: _____