



4330 East West Highway
Suite 250
Bethesda, MD 20814
301-664-5242
Toll free: 866-692-7486

BRIVO SYSTEMS AUTHORIZED DEALER PROGRAM

Welcome Security Dealer!

We are pleased that you wish to join our ranks. This document describes the Brivo Authorized Dealer Program. Dealers who decide to apply for this program need only complete the form and sign and date the application enclosed in this letter. Once we receive your application, we will contact you within a few days.

GENERAL:

Brivo is really more than an access control product! It is a truly unique solution with a strong competitive advantage when compared with other access control products. Brivo's Web-based technology allows your customers to manage their systems using the best interface available in the industry. Nothing comes close to the value Brivo provides to your customers.

Key elements of the Brivo Authorized Dealer Program include:

- 1) Volume discounts on hardware purchases based on previous year's sales.
- 2) Participation in the Brivo Certification training program.
- 3) Co-branding partnership for Certified Dealers who achieve significant sales volume or for a fee prior to reaching volume purchase requirements.

When your application is approved, you will join the Brivo Authorized Dealer Network and get immediate access to our hardware products along with the Brivo Web-hosted services as described in accordance with the Terms and Conditions of Sale incorporated in the Brivo New Customer Kit.

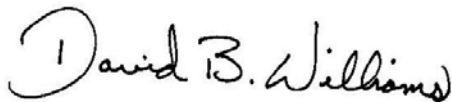
SPECIAL PROGRAM BENEFITS:

1. Resale Authority. Dealers are granted access to Brivo's Dealer Extranet Site from which they can find relevant materials to assist them in understanding the product and services, preparing and presenting the products and services to potential customers, and enable them to order hardware and services for resale.

2. Special Dealer Incentives. From time-to-time, Brivo offers special incentives to selected dealers. These incentives are at the sole discretion of Brivo and may include:
 - a. Promotional sales programs for new products.
 - b. Opportunity to become a Co-Branded Partner (see your Brivo Sales Representative for details).
 - c. Co-Branded Partners receive:
 - i. Customized website with Dealer brand name.
 - ii. Dealer-branded event notifications.
 - d. Sales assistance from Brivo (e.g., customer leads/referrals).

We encourage you to become a Brivo Authorized Dealer and look forward to a mutually rewarding relationship!

Sincerely,

A handwritten signature in black ink that reads "David B. Williams". The signature is written in a cursive, flowing style.

Dave Williams
Vice President of North American Sales
Brivo Systems, LLC

DEALER PROFILE AND APPLICATION

Please fax completed form to the Brivo Sales Department at (240) 965-2210. *Please note that a valid primary email address is required so that you receive essential updates on Brivo products and services, such as price changes, firmware upgrades, and new features. Acceptance of this Dealer Application is based on all parties agreeing to the Brivo Systems, LLC, Terms and Conditions of Sale.*

Dealer Contact Information:

Company Name: _____

Primary Contact(s): _____

Street Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Fax Number: _____

Email Address: _____ Company Website: _____
A valid email address is required and will be used only for Brivo email communications.

Federal Tax ID (EIN): _____ D&B # (if any): _____

Date Incorporated: _____ State of Incorporation: _____

Individual(s) Authorized to Purchase/Place Orders:

Your Customer Care Contact Information:

Name to be shown in the User Interface: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Fax Number: _____

Email Address: _____ Company Website: _____

Hours of Operation: _____

Type of Business? (Check one):

- Corporation (Type) _____
- LLC
- Sole Proprietor
- Partnership (Type) _____

Owner or Officers:

Name: _____

Title: _____

Name: _____

Title: _____

If Sole Proprietor, please complete this section:

Name: _____

Title: _____

State of Registration: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Social Security Number: _____

Credit Information:

Bank Name: _____ Branch Phone #: _____

Contact Person(s): _____

Checking Account #: _____

Loan Account #: _____

Describe your primary business focus:

- Security Dealer
 - Systems Integrator
 - Security Distributor
 - Other (please specify): _____
-

What percentage of your system sales fall in the following categories?

Residential _____ %
Schools _____ %
Commercial _____ %
Government _____ %
Other (please specify): _____ %

What percentage of your business is represented by Electronic Access Control sales and installation?

Access Control _____ % Sales Volume \$ _____
New Customers _____ % Sales Volume \$ _____
Existing Customers _____ % Sales Volume \$ _____

How many Electronic Access Control systems do you install per year?

How big is the average size system you install (or, what is the typical # of doors per install)?

Provide an estimate of annual purchases from Brivo Systems, LLC:

**Please list the top 3 Access Control systems you sell and install.
Manufacturer's Name Model # of Systems Installed Per Year**

1. _____
2. _____
3. _____

I (we) authorize you to release normal credit information relative to my company, as named above, to Brivo Systems, LLC. Thank you.

Current Credit References:

Reference #1

Company Name: _____

Account Number: _____

Contact Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____

Product or Service Purchased: _____

Reference #2

Company Name: _____

Account Number: _____

Contact Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____

Product or Service Purchased: _____

Reference #3

Company Name: _____

Account Number: _____

Contact Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Tel: _____ Fax: _____

Product or Service Purchased: _____

PLEASE DO NOT CHARGE US TAX!
We have a state tax resale number.

Please attach a copy of your tax-exempt Certificate.

Number: _____ State: _____

**WITHOUT A COPY OF YOUR TAX EXEMPT CERTIFICATE
YOU WILL BE CHARGED SALES TAX!!**

NOTE: Brivo may at any time require that the Dealer provide a valid tax exemption certificate prior to fulfilling an order. If Brivo does not require an individual dealer to provide a tax exempt certificate, taxes will be added by Brivo to the sales price where Brivo invoices the same to comply with law, and will be paid by Dealer.

To the best of my knowledge everything I have stated in my application is true and correct.

Yes! I want to become a Brivo Authorized Dealer.

Signed: _____

Date: _____

Name: _____

Title: _____