

Elo Elite Pro Partner Addendum (“Addendum”)

The Elo Elite Partner Program/Terms and Conditions (“Agreement”) by and between Elo Touch Solutions, Inc. (“Elo”) and Participant is hereby amended as set forth herein. The effective date of this addendum shall be the date of acceptance by Elo. In addition to the rights and obligations of Participant under the Agreement, a Participant designated by Elo as an “Elo Elite Pro Partner” shall be subject to the additional rights and obligations under this Addendum.

Elo Elite Pro Obligations and Requirements

Subject to meeting and maintaining the Revenue Requirement and Sales Certification, Elo Elite Pro Partners (“Participant”) shall be entitled to the benefits outlined below as more fully described on the Elo Elite Partner website at elotouch.com/partners (“Elo Elite Website”).

Elo Elite Pro Participant Requirements

1. Revenue Requirement

Participant must purchase a minimum amount of Elo Products to maintain its status as an Elo Elite Pro Partner. At the end of each Elo fiscal year, Elo will evaluate Participant’s performance to determine if the revenue requirement has been met. The revenue requirements may be pro-rated during the initial fiscal year if it is less than a full calendar year. If the revenue requirement has not been met, Elo at its option may either; (i) provide the Participant with a limited time period in which to achieve the revenue requirement, or (ii) change the Participant’s status to Elo Elite.

2. Sales Certification

The Participant must complete an annual Elo sales certification to ensure effective sales and deployment of Elo products. Certification includes completion of Elo’s specified annual product/solution training by a minimum of two Elo-certified sales specialists, either on-site, at another designated location in participant’s territory, or through Elo training webinars.

Elo Elite Pro Participant Benefits

a. Preferred Pricing

Participants will receive a per-unit rebate on specified Elo Products as described in the Elo Elite Website.

b. Market Development

Market development support is available to Participant to help cultivate new business opportunities. The level of such support shall be at Elo’s discretion. Elo sales and distributor representatives are available to help develop strategies for targeting new geographies, market segments or technology opportunities in Participant’s region.

c. Demo Equipment

Participant is entitled to receive a limited number of products per year, at no charge, for customer demonstrations or trade shows subject to Elo’s terms and conditions regarding demonstration units.

d. New Product Introduction (NPI) Units

New Product Introduction (NPI) units will be provided to Participant in advance of the Products general release date at pricing and terms subject to Elo’s discretion.

e. Periodic Product Promotions

Participant is entitled to participate in periodic channel promotions offered by Elo.

- f. Sales Assistance
Dedicated Elo regional field sales representatives will be available to support Participant in developing and closing sales opportunities, including participation in customer meetings, joint visits to end users and other sales support activities as deemed appropriate by Elo.
- g. Public Relations Support
Elo will, at its discretion, offer Participant public relations services to promote newsworthy end user successes and unique applications using Elo products.
- h. Training
In addition to web-based training, Elo Elite Pro Participants may receive training by application engineers, or marketing and sales representatives either on site, or at another designated location in Participant's territory. Certain training fees may apply. In addition, Elo may provide custom webinars to support Participant's regional customers.
- i. Elo Executive Communications
Participant may receive executive communications from Elo and is eligible to attend executive events and periodic executive and product advisory groups as scheduled by Elo.

Except as expressly modified herein the terms and conditions of the Agreement shall remain in full force and effect.