

## Not For Resale (NFR) Equipment Pricing and Terms

Demonstration equipment is provided at heavily subsidised pricing to enable the demonstration, internal utilisation or assistance in the deployment of products sourced from Wavelink. Not for resale (NFR) pricing is provided under the following terms –

- NFR equipment must be purchased before or at the time of the reseller’s third system order being placed with Wavelink
- NFR equipment must be used within the reseller’s business and not for re-sale to end customers or sub distributed
- For each accredited product range resellers must purchase one system
- Significant discounts as highlighted below have been provided to enable cost effective demonstration of equipment
- Recommended equipment is provided for each product category as per below.
- All NFR equipment must be placed on a dedicated PO clearly indicating the pricing is not for resale

**Table 1.0 Wavelink NFR Schedule**

Product	Discount % off RRP	Accreditation Prerequisite	Maximum
KIRK DECT	45	1 server; Analogue or IP, 2 Handsets <i>Excludes starter packs</i>	1 Server, 4 Handsets
SpectaLink WiFi	45	2 Handsets and Chargers	4 Handsets
Digium Switchvox – Select Reseller	45	Must include Appliance or Software	1 Server, 4 Handsets
Digium Switchvox – Registered Reseller	40	Must include Appliance or Software	1 Server, 4 Handsets
Digium Cards	45	Nil	1 Card
Meru Networks	50	1 Controller and 2 AP's	1 Controller and 4 AP's
Polycom SoundPoint IP Phones	40	Nil	5 units per model
Polycom SoundStation Conferencing Units	40	Nil	5 units per model
Citrix	Not Required		

Note: Discounts and pre-requisites may vary due to vendor changes. The above table is subject to change.