

## **ViPRO Contractor Program Requirements**

Eligibility for the ViPRO Program is determined in the sole and absolute discretion of Viessmann. Mechanical contractors seeking to become ViPRO Contractors must submit an Application and supply any documentation reasonably requested by Viessmann, including proof of insurance, training certificates and industry certificates.

Criteria Viessmann may consider in determining eligibility include:

- Whether contractor is a licensed, full time contractor with all necessary licenses required by all local, municipal and government authorities having jurisdiction over them.
- Whether contractor has maintained a mechanical contractor license for at least 5 years.
- Whether contractor has worked with Viessmann products for at least 3 years.
- Whether contractor is actively engaged in continuing education programs sanctioned by NATE (North American Technician Excellence) or the equivalent thereof
- Whether contractor's Service Technicians who work with Viessmann products are trained or have direct access to someone who is trained on the Viessmann Products being installed or serviced
- Whether contractor has an online company website
- Whether contractor has 24-hour support 7 days a week or an emergency service contact number available.
- Whether contractor's Service Technicians are properly equipped with calibrated diagnostic tools such as combustion analyzers, gas pressure manometers and electrical meters.
- Information and recommendations from Territory Sales Managers and Regional Sales Managers.

## ViPRO Contractor Program Automatic Renewal Requirements

If accepted into the Program, the ViPRO Contractor will remain in the Program until the next ViPRO yearend unless earlier terminated in accordance with these terms and conditions. The ViPRO yearend will be June 1st.

The ViPRO Contractor's participation in the Program may be automatically renewed, at the sole and absolute discretion of Viessmann, for a successive twelve-month renewal term each year. Criteria Viessmann may consider in determining eligibility for renewal include:

- Whether the agreed upon number of ViPRO Contractor's Service Technicians have completed specified training, including new product and current product training
- Whether the ViPRO Contractor purchased and registered at least 5 Viessmann products within the preceding 12 months
- Whether the ViPRO Contractor submitted at least two Wall of Fame stories
- Whether the ViPRO Contractor completed biannual ViPRO surveys
- Whether the ViPRO Contractor displays the Viessmann logo and website link on Contractor website
- Whether the ViPRO Contractor actively promotes Viessmann products to Contractor's customers
- Recommendations and information from Territory Sales Managers and Regional Sales Managers

The ViPRO Contractor shall only use the designation "ViPRO Contractor" while it is an active member of the Program in good standing. ViPRO Contractors agree to abide by all Viessmann guidelines and directives concerning the use and display of the Viessmann name, logo, and all proprietary materials.

## **ViPRO Contractor Program Benefits**

The ViPRO Contractor shall have the following privileges:

- a) Receive ViPRO Contractor status
- b) The right to promote itself as a ViPRO Contractor to Customers and End Users.
- c) The right to use and display the Viessmann ViPRO logo for the duration of its membership, including indicated Viessmann Badges awarded to the ViPRO Contractor, if applicable
- d) Eligibility to participate in potential focus groups and program surveys
- e) Other benefits outlined in the Program as determined in Viessmann's sole discretion, which are subject to change.

The ViPRO status and certification only extends to the ViPRO Contractor, not to its employees. If an employee leaves a Contractor which has ViPRO status, the employee has no rights in the Program whatsoever.