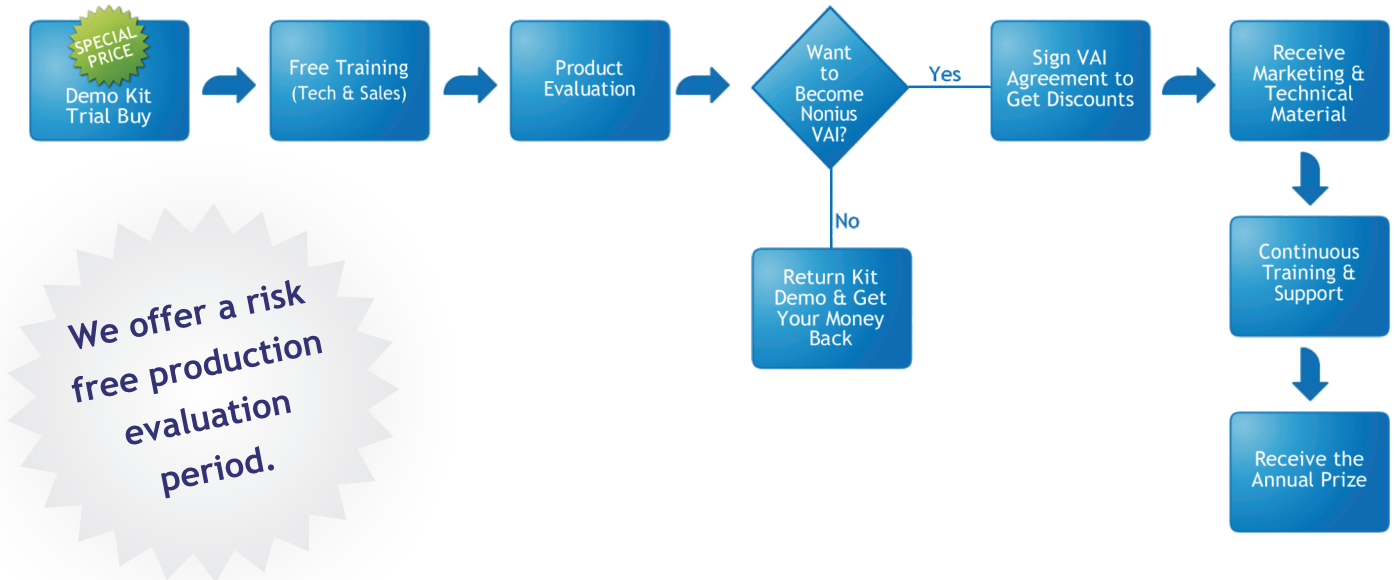


# VAI Program

At Nonius, partner relationships are our number one priority, so we would like to offer you a special opportunity to see if Nonius products fits in your product portfolio.



- Simply purchase our fully functioning Demo Kit.
- Sign up for free sales and technical training.\*
- If you decide for any reason that our products do not meet your needs, simply return the Demo Kit devices for a full refund.

Does Nonius' state-of-the-art products and services seem like a good fit for your organization? Please contact us, we are ready to help you meet your commercial objectives with NiVo and the WGServer.

\*For more information please ask for the detailed training program.

## Demo Kits



**NiVo Demo Kit Price 2.557,50€**

**WGSERVER**  
INTERNET ACCESS APPLIANCE



**WGS 200 Demo Kit Price 450,00€**  
**WGS 5000 Demo Kit Price 1.150,00€**

For more information please ask for the demo kit details.

## VAI vs. Non-VAI

	VAI	Non-VAI
Discounts	✓	✗
Sales Discounts Rewards	✓	✓
Free Training	✓	✗
Free Marketing / Sales Material	✓	✗
Sales & Technical Support	✓	✓
Access to Price Lists	✓	✗
Ability to create Quotes	✓	✗
Ability to Deploy Solutions	✓	✗
Support to final client	✓	✗

## VAI Discounts

		WGServer	NiVo
<b>Discount</b>		25%	20%
<b>Sales Discounts Reward</b>	Level1	> 20K€ < 50K€	> 100K€ < 200K€
	%	10%	5%
	Level2	> 50K€	> 200K€
	%	5%	5%