HIKVISION®

VASP

PROGRAMME 2026

WELCOME ON BOARD

" As a value-added installer, system integrator, or complete solution provider your partnership is key to our success. So we have organised a Value Added Solution Partner programme we call VASP "

Hikvision's VASP Partner Programme offers four levels of membership: Authorised, Silver, Gold and Platinum.

Each level offers our important partners many benefits and empowers you to provide a differentiated solution and offering

The VASP programme delivers Sales, Technical, Training, Marketing and Commercial advantages to partners who construct systems using Hikvision products and solutions.

On acceptance of your application, your organisation will automatically start as an Authorised partner. Authorised partner requirements are minimal and Hikvision will get you off to a successful start with a variety of benefits and support.

Yearly Purchase Achievement Expectation

AUTHORISED	SILVER	GOLD	PLATINUM
€0	€60,000	€240,000	€480,000

HIKVISION

GENERAL PROGRAMME BENEFITS

SALES SUPPORT BENEFITS	AUTHORISED	SILVER	GOLD	PLATINUM
Welcome Kit & Recognition Certificate	—	●	●	●
Bonus Club	—	—	1%	2%
Dedicated Account Manager	●	●	●	●
Lead Sharing	—	●	●	●
Demo Equipment Discount	—	10%	20%	30%
New Product Trials Pre-Launch	—	—	●	●

TECHNICAL SUPPORT BENEFITS				
Hikvision Training Academy Access	Recommended	Recommended	Recommended	Recommended
Training Academy Annual Certification	Recommended	Recommended	Recommended	Recommended
Specifications for Tenders & RFI's	●	●	●	●
Project Registration, Design & Solution Support	●	●	●	●
VIP Dedicated Hotline	●	●	●	●

MARKETING SUPPORT BENEFITS				
Materials (Literature, adverts, logos, case studies etc)	●	●	●	●
Exclusive Invitation to Insight Events	●	●	●	●
Access to Hikvision Technology/Software Partners	●	●	●	●
Use of Experience Centre with End User Customers	●	●	●	●
National Awards Opportunity	—	●	●	●

REQUIREMENTS

Please review the General Requirement of the Partnership and the requirements for each level.
Your partner level qualification, advancement and maintenance is subject to the following pre-requisites.

General Requirements for Partnership

- Only installers and system integrators are eligible for the programme.
- The Partner must be able to offer on-site installation and first line support.
- The Partner will place all orders through an authorised Hikvision distributor in order that we are able to collect sales data and be able to recognise your spend and attribute partner level benefits.
- The Partner will not sell/advertise Hikvision products through the Worldwide Web without providing an installation service.
- The Partner may not appoint sub-Partners or engage in wholesale activity without the approval from HIKVISION.
- The Partner should serve more than one buying customer.
- The Partner acts as an independent trader in relation to Hikvision and the customers and is not authorised to act in the name of Hikvision.
- The Partner buys and sells the products in its own name and for its own account.
- The Partner must be able to provide a total solution, which includes Hikvision products, Hikvision or third party video management software and additional accessories, such as enclosures and other hardware.
- The Partner authorises Hikvision to obtain their spend data from authorised distributors.

Authorised Partners

It is recommended to maintain a minimum of one member of staff as a Hikvision Certified Professional.

Silver Partners

It is recommended to maintain a minimum of one member of staff as a Hikvision Certified Professional.
The Partner can provide end customers with complete solutions and demonstration equipment.

Gold Partners

The Partner is required to maintain a minimum of two members of staff as a Hikvision Certified Professional.
The Partner can provide end customers with complete solutions and demonstration equipment.

Platinum Partners

The Partner is required to maintain a minimum of three members of staff as a Hikvision Certified Professional.
The Partner can provide end customers with complete solutions and demonstration equipment.

APPLICATION FORM

COMPANY NAME

ADDRESS LINE 1

CITY

POST CODE

COMPANY WEBSITE

FIRST NAME

LAST NAME

JOB TITLE

E-MAIL

TELEPHONE

COMPANY TYPE ☐ INSTALLER ☐ SYSTEM INTEGRATOR

NO. OF EMPLOYEES

VERTICAL TARGETS

☐ COMMERCIAL ☐ RESIDENTIAL ☐ TRAFFIC MONITORING ☐ AIRPORT ☐ DATA CENTRES

☐ RETAIL ☐ MANUFACTURING & INDUSTRIAL ☐ HEALTHCARE ☐ RAILWAYS ☐ OTHER

☐ GOVERNMENT ☐ CITY SURVEILLANCE ☐ UTILITIES & ENERGY & MINING ☐ CASINO & GAMES

☐ EDUCATION ☐ SPORTS & LEISURE ☐ BANKING & FINANCE ☐ PORTS

AVERAGE VIDEO INSTALLATION SIZE (CHANNELS) ☐ 1-5 ☐ 5-20 ☐ 20-100 ☐ 100-500 ☐ 500+

TOTAL VIDEO SECURITY REVENUE PER YEAR

DISTRIBUTORS YOU PURCHASE FROM

ADI ACC NO. MERCURY SECURITY ACC NO.

EUROCABLES ACC NO. NORBAIN ACC NO.

FORTUS ACC NO. RELIABLE SECURITY ACC NO.

TERMS & CONDITIONS

1. In order to receive the benefits as a Hikvision Partner, all the requirements outlined for the respective levels above must be met. If the Partner fails to meet any of the respective requirements, Hikvision may immediately transition the Partner to the appropriate Partner level or terminate the partnership.

2. Either party can terminate this VASP Partner relationship at any given time by giving written notice with immediate effect. Should any dispute arise between Hikvision and the Partner, such dispute shall be resolved by using UK law as governing law.

3. Following application for the VASP programme, the applicant accepts the requirements and terms & conditions of the application as indicated in this document.

4. Hikvision UK will use the information you provide on this form to be in touch with you and to provide updates and marketing. You can change your mind at any time by clicking the unsubscribe link in the footer of any email you receive from us, or by contacting us at marketing.uk@hikvision.com. We will treat your information with respect. For more information about our privacy practices please visit our website.

5. On acceptance of your application, your organisation will automatically start as an Authorised partner for the first calendar year.

6. The partner has a minimum Yearly Purchase Achievement expectation for each level.

7. The Yearly Purchase Achievement is not obligatory, however if it is not achieved, the rebate will be provided at the percentage of the lower status.

8. If you reach the next level Yearly Purchase Achievement within the same year, the appropriate rebate and benefits will be paid by Hikvision via your nominated authorised distributor in the following calendar year.

9. Please note that Hikvision reserves its right to amend the above requirements at any time. Amendments will be communicated to you in writing (either by e-mail or regular post) and effective immediately upon the notification. You will be responsible for reviewing and becoming familiar with any such amendments. If you do not agree with any amendments, you are requested to exercise your right to terminate your participation in the Programme.

10. Under no circumstances will Hikvision be liable for any special, indirect, incidental, exemplary or consequential damages of any kind or nature whatsoever, whether based on contract, warranty, tort (including negligence), strict liability or otherwise, arising out of or in any way related to your participation in the programme, even if advised on the possibility of such damage or if such damage could have been reasonably foreseen, and notwithstanding any failure of essential purpose of any exclusive remedy provided. Such limitation of damages includes, but is not limited to, damages for loss of goodwill, loss of profit, revenue or production, interest on investments, cost of capital, loss of data or software, costs of procurement of substitute products, equipment or services, downtime costs, claims of customers, work stoppage, computer failure or malfunction or impairment of other goods.

I ACCEPT THE REQUIREMENTS OF THE APPLICATION AS INDICATED IN THIS DOCUMENT ☐

I, THE SIGNING PARTY CONFIRM THAT I AM DULY AUTHORISED TO EXECUTE THIS AGREEMENT
SIGNATURE OF THE PERSON AUTHORISED TO ACT OF BEHALF OF THE COMPANY

DATE

Please email this completed form to your distributor,
Hikvision account manager or direct to vasp.uk@hikvision.com

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