

Distributor & Partnership Policy

KEHAO Environmental Monitoring Equipment

This document defines the distributor and partnership policy applicable to environmental monitoring equipment, sensors, and telemetry systems supplied by KEHAO.

It outlines cooperation models, pricing structure, partner support, and supply terms for distributors, system integrators, and project partners.



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1 Scope of Cooperation

KEHAO cooperates with partners involved in environmental monitoring and field measurement applications.

Applicable partner types include:

- Environmental monitoring equipment distributors
- System integrators and engineering contractors
- Water resource management companies and utilities
- Research institutions and universities

Typical application areas include:

- Hydrological monitoring systems
- Water quality monitoring and analysis
- Meteorological observation systems
- Agricultural environmental monitoring

2 Partnership Models

2.1. Authorized Distributor

Authorized distributors operate under a non-exclusive cooperation model.

Conditions include:

- No mandatory annual sales targets
- Flexible cooperation for market development
- Optional performance targets for incentive eligibility

2.2. Exclusive Distributor

Exclusive distributors are granted regional exclusivity under defined conditions.

Requirements include:

- Defined sales territory
- Annual sales targets
- Commitment to market development within the assigned region

Support provided includes:

- Priority access to project opportunities
- Regional market protection
- Enhanced technical and commercial support

3 Pricing and Incentive Policy

KEHAO provides a structured pricing system for distribution partners.

3.1. Standard Pricing

- Standard distributor discount: approximately 10%

3.2. Project-Based Pricing

- Project-based discounts: typically 15%–30%
- Final discount level determined based on project scale and specifications

3.3. Incentive Policy

Partners may qualify for additional support based on annual performance:

- Marketing support rebates
- Sample support for local promotion
- Additional project-based incentives

4 Support and Market Protection

4.1. Technical and Commercial Support

KEHAO provides support throughout the cooperation lifecycle:

- Pre-sales technical consultation
- System design and solution support
- After-sales service and remote technical assistance
- Product documentation and marketing materials
- Optional branding and customization support

4.2. Market Protection

Market protection measures include:

- Regional price protection for exclusive distributors
- Project registration and protection to avoid channel conflicts
- Coordination support for large-scale projects

5 Supply and Contract Terms

5.1. Supply Support

KEHAO provides supply planning support for partners:

- Quarterly demand forecasting for key partners
- Advance material preparation for large or long-term projects
- Priority production scheduling when applicable

5.2. Contract Terms

- Standard cooperation agreement duration: 1–2 years
- Renewal based on performance and mutual agreement

This ensures stable supply of monitoring equipment, sensors, and telemetry systems.

6 General Provisions

KEHAO provides a structured cooperation framework for distributors and project partners.

This policy applies to standard products and cooperation models unless otherwise specified in a separate agreement or contract.

7 Contact Information

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