

# CENTRALIZED LIGHTING

## Dealer Requirements

Control4 will only process orders for Control4 centralized lighting products for authorized Dealers who demonstrate that they possess the minimum sales and training requirements. By completing an order for any such centralized lighting products with Control4 each dealer explicitly represents full compliance with the minimum qualifications described below. Because of the inherent risks in the installation of the centralized lighting products, Control4 may review a dealer's sales history and compliance with these requirements at any time.

Success in selling and installing centralized lighting products can be achieved through a high level of training, product knowledge and planning. A prior history designing, selling and installing other centralized lighting solutions can also help. The below list sets forth some of the minimum requirements to sell the Control4 centralized lighting solutions, but meeting these minimum requirements does not guarantee success.

With the submission of any order for centralized lighting products Dealer represents and warrants that:

- Dealer has successfully completed the Control4 on-line centralized lighting training course;
- Dealer has, or intends to establish, a relationship with a high-voltage electrician and has a plan to ensure that such electrician has access to and utilizes the Control4 training courses;
- Dealer has one or more staff assigned as the point person for centralized lighting systems;
- Dealer understands that centralized lighting is different from other types of wireless lighting and, therefore, requires a different skill-set in order to be successful;
- Dealer understands how to access the services that Control4 makes available for Centralized Lighting:
  - ▶ Limited design review service
  - ▶ Limited load type evaluation and classification
- Dealer understands the required changes to Control4 Composer when ordering and installing centralized lighting; and
- Dealer has sufficient training and experience to sell and install centralized lighting products.

These requirements may be modified by Control4 from time to time upon written notice to each purchasing Dealer. Control4 may withhold approval of Dealer's order of any centralized lighting products for any reason. Dealer must enter into a separate written agreement with each end user describing the terms and conditions of their relationship prior to installation of the centralized lighting products.

Dealer shall be solely responsible for any and all services performed by Dealer, including the installation of centralized lighting products, and Control4 specifically disclaims any such liability. Dealer further understands that notwithstanding the foregoing, Dealer shall perform all services in a workmanlike manner in conformance with industry standards for such services except to the extent higher standards are required. For any questions regarding these requirements or the centralized lighting products please contact your sales manager.