



VIP Services for BIFA Agent

VIP Services for BIFA Agent	SILVER (Annual Sales > \$120,000)	GOLD (Annual Sales > \$300,000)	DIAMOND (Annual Sales > \$500,000)	EXCLUSIVE AGENT (Annual Sales) > \$850,000
Unified price list (Simple configuration)	✓	✓	✓	✓
Full Product Catalog	✓	✓	✓	✓
Logo Customization	✓	✓	✓	✓
Free sales knowledge and product training	✓	✓	✓	✓
Provide remote support service	✓	✓	✓	✓
One-to-one sales service	✓	✓	✓	✓
Free equipment debugging	✓	✓	✓	✓
Product selection guidance, installation and maintenance manuals.	✓	✓	✓	✓
After-sales guarantee, product warranty period (1 year)	✓	✓	✓	✓
Product operation video	✓	✓	✓	✓
Prioritize order processing (such as expedited production and delivery services).	✓	✓	✓	✓
Customized solution support (such as optimizing conveyor design according to customer needs).	✓	✓	✓	✓
Regional market research and business development planning suggestions.	✓	✓	✓	✓
Bidding document support for conveyor projects	✓	✓	✓	✓
Accessory brand designation (such as motors, sensors, inverters, control panels)	✓	✓	✓	✓
Cooperate with factory inspection	✓	✓	✓	✓
Assign dedicated sales manager or technical team.	✓	✓	✓	✓
Free fragile small parts (single product spare parts, specific according to PI)	✓	✓	✓	✓
Brand joint promotion (such as reflecting the agent brand in packaging, official website or marketing activities).	✓	✓	✓	✓
Arrange one-on-one technical exchange meetings to customize the implementation methods of complex projects.	✓	✓	✓	✓
New product 3D model	✓	✓	✓	✓
Jointly exhibit at international exhibitions to gain more exposure opportunities for agents.	✓	✓	✓	✓
Free product promotion materials (sample book/original pictures/original videos/promotional pages)	✓	✓	✓	✓
Local customer recommendations	✓	✓	✓	✓
Provide company BIFA logo authorization	✓	✓	✓	✓
Exclusive sales area protection to avoid internal competition.	✓	✓	✓	✓
Provide more favorable agent prices or quarterly rebate policies.	✓	✓	✓	✓

Note:

1).All detail is subject to "BIFA Agency Agreement". 2).The final interpretation right is owned by BIFA

1. Basic qualifications

Legal operation

Agents must have a valid business license or relevant business qualification certificate.
Have business licenses in related industries and comply with local laws and regulations.

Industry experience

At least a certain number of years of industry experience (such as more than 2 years).
Have a certain market reputation and customer resources in conveying equipment or related fields (automation, logistics, etc.).

Team configuration

Equipped with professional sales teams and technical support personnel, able to independently complete product promotion and customer service.
Ability to provide after-sales services, such as equipment installation, commissioning and maintenance.

2. Market development capabilities

Sales targets

Must achieve the annual sales or order volume set by the company.
Achieve market coverage targets for specific markets or regions.

Customer resources

Have potential customer resources or have a deep customer network in specific industries (such as logistics, manufacturing, food, etc.).
Ability to develop new markets and expand brand influence.

Promotion capabilities

Have certain promotion capabilities, such as participating in exhibitions, conducting regional advertising, etc.
Ability to assist the company in brand promotion and maintain brand image.

3. Willingness and investment in cooperation

Cooperation commitment

Agree with the company's brand values and market strategy, and be willing to cooperate for a long time.
Comply with the company's agency policies, such as price system, regional protection, etc.

Funding and inventory requirements

Have sufficient financial strength to pay for goods in time and maintain a reasonable inventory.
Provide a fixed display prototype or spare parts inventory to meet customer needs.

Information sharing

Submit sales data and market feedback regularly as required.
Cooperate with the company to conduct market research and customer information collection.

4. Exclusive agent conditions

Ensure active market development in the exclusive area and do not compete with other brands of conveyors.
Ability to cover major cities or industries in the region.

Brand loyalty

Avoid acting as an agent for similar products of competing brands and focus on promoting the company's products.

5. Assessment and exit mechanism

Probationary period assessment

Mutual field visits
Establish a 6-12 month probationary period to examine the sales ability and willingness of agents to cooperate.
If the goals are not achieved during the probationary period, the cooperation can be terminated.

Annual evaluation

Evaluate the sales performance and market performance of agents every year as the basis for renewal.
If the target is not met for two consecutive years, the agency rights may be terminated.

Integrity management

The company's brand image must be maintained, and exaggeration or damage to the brand reputation is not allowed.
Cross-regional sales or vicious competition are strictly prohibited, and violators will be disqualified from agency.