

## OEM ecAlliance

The ecAlliance is a body of appointed members who are self-governed.

The ecAlliance consists of 12 mechanical or control contractors located in major cities in North America.

No upfront costs for membership and training will not be required. ("If it needs a manual, it's already broke")

ecAlliance members and Corporation receive 1% royalties on all devices sold through the main website. (ecWebsite)

ecAlliance members can receive product at cost plus handling and shared royalties. Example: ecWizard manufacturing costs \$50-\$75 + 13% + handling/overhead would be an example of the ecAlliance cost for VAV zone control module.

No restrictions with purchasing other control manufacturers products.

All ecAlliance devices are purchased through the main website. (ecWebsite)

ecWebsite distributes royalties and connects orders directly to the supplier and ships to the members.

OEM/ecAlliance purchases from suppliers at approximately the same price as existing control manufacturers.

Members input is encouraged for improvements and new control devices for development.

ecAlliance members cannot rebrand or purchase alliance devices directly from the OEM suppliers.

Alliance members are allowed to team with other suppliers/manufacturers for volume discounts if purchased through ecWebsite. Back of the house website software will direct purchases to other suppliers/manufacturers for direct shipment and discounts.

Profits from ecAlliance members selling to other contractors, distributors or end-users are not shared with the other ecAlliance members or corporation.

Alliance membership will be selected prior to prototype development and design input will be encouraged.

After successful prototype and facility beta-tests the Corporation's products will be available to ecAlliance members.

ecAlliance members are encouraged to contribute to design/software development. Actively monitor and support new beta-test facilities, if new products are developed.

### **Responsibility of Corporation**

Development prototype and beta-test of all controls, sensors etc.

Coordinate the design of the automated ecWebsite. Supervise all bookkeeping purchases, expenses etc. Coordinate all ecAlliance member meetings, and joint business activities.

Liaison between OEM suppliers and ecAlliance members.

Select and maintain agreements with OEM suppliers.

Provide ecAlliance members with a 3 to 5 yr exclusive purchasing agreement in North America.

### **Responsibility of ecAlliance members.**

Meet minimum sales quotas as set forth in the alliance. Up front purchase is not required.

The 12 board members collectively, provide customer technical support in rotation with support of OEM suppliers.

Work with and support Corporation CEO.

Monthly phone ecAlliance meetings and quarterly board meetings at locations to be determined.

### **Goals**

Reduce OEM suppliers costs with high sales volumes and generate advertising.

### **Summary**

This is an exciting opportunity for all involved. Not only provide high profit margins from an unique line of controls, it will also open the door to additional mechanical and control sales.

Sincerely,

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[www.ecWizard.net](http://www.ecWizard.net) temporary informational website