



## BECOMING AN APPROVED DEALER

Actall Corporation is the industry leader in the manufacturing and deployment of wireless duress, real time location, and body alarm systems. Actall’s PALS family of devices and systems are installed in hundreds of facilities throughout the world.

Actall Corporation’s products are sold through leading security integrators and select distributors worldwide. We rely on our dealers to effectively promote, successfully install, and properly educate our end users while providing top-tier support for Actall solutions.

With that in mind, we carefully consider any dealer applicant and analyze a variety of factors before approving dealer status. Our Dealer Advantage program was created to improve our relationships with only the best integrators, and to give these same dealers access to additional benefits including Actall’s leading wireless personal duress, real time asset tracking, and alarm notification systems.

## THE BENEFIT OF BECOMING AN APPROVED DEALER

Our Dealer Advantage program provides dealers with the opportunity to qualify in three tiers; Level 1, Level 2, and Level 3 Platinum status. The incentive of meeting the requirements to become an approved dealer is access to many benefits and advantages. The following are just some examples of the benefits you can enjoy as an approved dealer.

- higher discount levels
- access to marketing incentives and co-sponsorship
- free technical training
- unlimited technical support
- discounts on demo kits
- sales support / presentation assistance
- web access to supporting documentation
- system layout and consultation
- pre-release on new product
- updates and beta test opportunities

## FREQUENTLY ASKED QUESTIONS

### ***How does my company enroll in Actall’s Dealer Advantage Program?***

To begin the enrollment process, we require all prospective dealers to complete the Actall Dealer Packet and have accurate and up to date information on file. We carefully consider each dealer applicant and analyze a variety of factors before approving dealer status. After reviewing the completed dealer packet, Actall will determine discount levels, payment terms, and credit amounts. We will also assign a Dealer level. The dealer level will clarify benefits and requirements.

### ***Are there training requirements to become a certified dealer?***

As a rule, all active dealers will be required to meet criteria to retain their Level Classification status. All dealers must complete

PALS 9000 and PALS Atlas Product Introduction and Technical Training to be eligible to order PALS products and receive a standard dealer discount.

### ***Why does the Dealer Advantage Program assign levels of certification?***

In an effort to continually improve the Actall product line and related services, we have developed simple dealer program levels to help dealers better understand what they should expect from Actall and vice versa. The underlying intent of our dealer program is to solidify extremely close ties with our dealers and further integrate them into our operations.

**If you are interested in learning more about the Actall dealer network, or would like to enroll your company in our dealer advantage program, please contact us.**