



Are you interested in selling your products in **TECstore**?

Below you can see the types of models we handle:




 **Licensing:** you develop your product and you can commercialize it under the conditions negotiated with TECstore.

- *The license of the use of the brand, will be granted for accessories that can be sold in **TECstore** and other points of sale that the licensee has enabled, with a maximum of 2 per category*
- *Product development in conjunction with the corresponding **TECstore** area.*
- *Licensing agreement signing*
- *Annual goal on sales at public price without taxes*
- *Initial payment and royalties on excess goals*
- *Quarterly sales report by the licensee*
- *All products will have hologram*
- *Audits on sales and delivered holograms*
- *Communication*
- ***TECstore** in its official media*
- *Licensee in their official media (after VoBo of the **TECstore** communication area)*

 **Consignment:** you deliver your products to us in our warehouse and we sell them in our channels under the following conditions:

- *Product development in conjunction with the corresponding **TECstore** area*
- *Signing of a commercial supply contract with negotiated product costs, ensuring **TECstores** commercial margin*
- *Initial supply clauses, replenishment according to sales behavior and safety stock in your warehouses*
- *Clauses of wastes and returns*
- *Delivery SLA*
- *Refills will be triggered by the product area*
- *Points of sale only in **TECstore** / does not apply in additional or own media*
- *Monthly sales reports are made to make the payment of the products sold*
- *These products will not have hologram*
- *Communication:*
- ***TECstore** in its official media*
- *Only in official RRSS (after VoBo of the **TECstore** communication area)*

 **Drop Shipment:** inventory and shipments are handled by you, we market your products in our sales channels under the following conditions:

- Scheme focused on items with personalization and/or high value
- Product development in join with the corresponding **TECstore** area
- Signing of commercial supply contract at cost ensuring commercial margin for **TECstore** according to product category
- Product display only through online page
- The purchase order is received online and the supplier is notified, who will be in charge of sending the product directly from his warehouse
- If applicable, **TECstore** supplies the shipping supplies to maintain the **TECstore** experience
- Monthly sales reports are made to make the payment of the products sold
- All products will have hologram
- Audits on sales and delivered holograms
- Communication
- **TECstore** in its official media

General conditions by business model

| Concept | Licensing | Consignment | Drop Shipment |
|------------------------------------|--|--|---|
| Contract type | Licensing agreement | Business supplies agreement | Business supplies agreement |
| Sales target | Yes | Does not apply | Does not apply |
| Initial Payment / Royalties | Yes | Does not apply | Does not apply |
| Sales reports | Quarterly by licensee | Monthly by TECstore | Monthly by TECstore |
| Hologram | Yes | Does not apply | Yes |
| Sales audit and Holograms | Yes | Does not apply | Yes |
| Points of sales | TECstore (online & stores), own channels and others | TECstore (online & stores) | TECstore Online |
| Communication | <ul style="list-style-type: none"> • TECstore in its official media • Licensee in their official media (after VoBo of the TECstore communication area) | <ul style="list-style-type: none"> • TECstore in its official media • Supplier only in official RRSS (after VoBo of the TECstore communication area) | <ul style="list-style-type: none"> • TECstore in its official media |