



Price Publishing Policy

General

In an effort to maintain a high market value for Xorcom products and thereby ensure decent revenues for our entire channel, we have instated a price publishing policy. Consistent adherence to this policy by our Partners will allow customers to choose a product source based on a variety of factors which go beyond price, such as level of responsiveness, technical capabilities, geographical location, and cultural similarities.

Scope

This policy applies to both on-line (Web) and print advertising.

Guidelines

1. Partners may not advertise prices that are lower than Xorcom's Recommended Retail Price (RRP).
2. Advertised price will be net price (the RRP), excluding shipping and taxes.
3. In countries where the advertised price must include tax, the Partner will display the net price (the RRP) as well as the total price (including tax).

Compliance

1. Xorcom will perform periodic checks of Partner marketing material to verify compliance.
2. Any Partner found to be in violation of this policy will be notified immediately and will have five (5) business days to rectify the situation.
3. If the violation is not rectified within the time allotted, subsequent orders from the Partner will carry a 5% penalty charge.