Date: May 2023 Marketing Bulletin HW23.4

To: All Engineered System Distributors (ESD)

Amendment to Certified BDA Installer Program Responsibilities

Administrative Work Reduction with Contract Update

We recognize that most partners are actively promoting ERCES/BDA solutions to ensure first responders have reliable radio coverage. As such, we are amending the terms of our contract to remove Exhibit G related to Certified BDA Installer Program Responsibilities. We do not believe there is a need to place this additional administrative burden on you.

Within the next few weeks, your main contact should receive a DocuSign email with an Amendment to your contract removing Exhibit G and its obligations. Please sign and return the Amendment through the DocuSign interface as soon as possible, but no later than July 15, 2023.

As a reminder, for Platinum partners, as part of the *catalyst* Partner Program, there is a BDA unit sales performance requirement as a percentage of total sales. This 2023 requirement of 1 BDA unit per $500,000 in overall shipments will be used for 2024 tiering.

If you have any questions, please reach out to the Fiplex sales team.