



ALL STAR alliances are companies that work together with Aivo to develop business opportunities through a reseller contract model. ALL STAR alliances can develop through our solutions platform, integrate their solutions, or simply resell our product portfolio, as well as provide professional services to customers. (Partner reseller contract is administered).

To become a member of this program, the following conditions detailed below must be expressly accepted:

### Margin:

- The PARTNER shall have a margin equivalent to a percentage of the AIVO list price, established according to the revenue threshold obtained.
- The margin percentage shall only apply to the price of AIVO Products and/or Services, and does not include any cost for suppliers or third party solutions contracted by AIVO (for example: WhatsApp channel, AI VIDEO, Aivo studio, etc.).
- If the PARTNER reaches the revenue level and threshold, the PARTNER shall obtain a larger margin of up to 35% of the AIVO list price or the price established by AIVO in individual negotiations.