

Adlis/Weiyin Corporation  
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Israel Factory: Asher 4 Kiryat Yam – Israel  
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<https://adlismart.com>  
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**Information about the way our company works and what we offer as a service and advantages to our clients.**

- 1) Agent/Trader (Special Contract)
- 2) Normal customer with sale of our products at FOB Prices with some advantages in representing our products. (NDA)
- 3) Normal client with special service: We sale our products in CIF with the organization and installation of the products in the place that the client decides. (NDA + contract between the 2 companies)
- 4) **For official distributors, special services, and special requirement (Special Contract 2 Years)**
- 5) For the company profile, see the company profile file.

**Agent trader:**

- To be an agent or trader, the person must be at least freelance and have knowledge of new technology and the Smart City Concept.
- For Trader, it must be a registered company. The process to be a Trader will be carefully studied and a questionnaire will be sent to the company to fill out to see the possibility of being our Trader.

### Normal customer: (FOB Prices)

- The client who wants to promote our products in catalogs, web or otherwise, must first sign the NDA and the commercial agreements. After signing, choose 10-15 products from our catalog that he can promote.
- We send folders of each chosen model with photos, videos, and technical data.
- We send Certificates and guarantees on products and components. (Limited warranty for normal customer)
- We send a catalog with prices for normal customers (more expensive than the official distributor)
- What regular customers do not get after signing the contract.
- Limitations on the products to choose from in our catalog. Only 10 to 15 products.
- Limited warranty (1 year)
- Limited service compared to the official dealer.
- Selling price (FOB prices) more expensive than distributors. A difference of USD 230 to USD 300 per product and model.
- Limitation in our application Adlis Smart and Dashboard control
- Does not receive Windows Server.
- Does not receive WEB B2B / B2C

### Normal client: (Special service CIF, installation, configuration)

- This special service is for clients and companies that do not go through our distributors and buy directly from our company for the manufacture and placement of our products.
- The client will have to sign our NDA on intellectual property when information and prices are sent to him. the same will be done by Adlis/Weiyin Corp. if the client has an NDA to sign.
- **Adlis/Weiyin Corp. will manufacture the model required by the client and will be sold at CIF price (Up to the port chosen by the client). The customer is responsible for removing the merchandise from the required port and transporting the products to the assembly site. The client will hire a company in his country for the installation, assembly and Adlis/Weiyin will be in direct contact with that company to supervise the entire process. Adlis/Weiyin will send a technician or Technical Manager to the client's country to supervise the contracted company. The expense of the Adlis/Weiyin worker will be paid directly by that company.**

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- **Adlis/Weiyin Corp supervises the transportation from our factory in Shenzhen, all customs formalities, customs clearance, and transfer of the products from the customer's port to the assembly site. Adlis/Weiyin will take care of the entire assembly and placement process, will do so through one of its distributors in Europe or will directly handle the entire process with its customs agents and workers in Israel who will be transferred to the client's country. For this option, a document will be sent with all the steps and various expenses after the contract is signed.**

### **Proforma, Contracts, Services and Options:**

- Signature of the NDA on intellectual property of Adlis/Weiyin and signature of the client's NDA if required by the client. (We also do a joint NDA with the 2 companies in the same NDA to protect the intellectual property of the 2 companies.
- Adlis/Weiyin sends FOB or CIF prices to the client on the module that interests him.
- Adlis/Weiyin sends all the information with a link / Cloud of the required product. Technical Data, Catalog of that product, installation, 3D / AR designs .....
- After the client accepts the price proposal to manufacture, we will prepare a joint official contract on the client's requirements and the service offered by Adlis/Weiyin.
- In the contract will be all the information such as: Production, shipment, assembly, warranty, Certificates etc ...

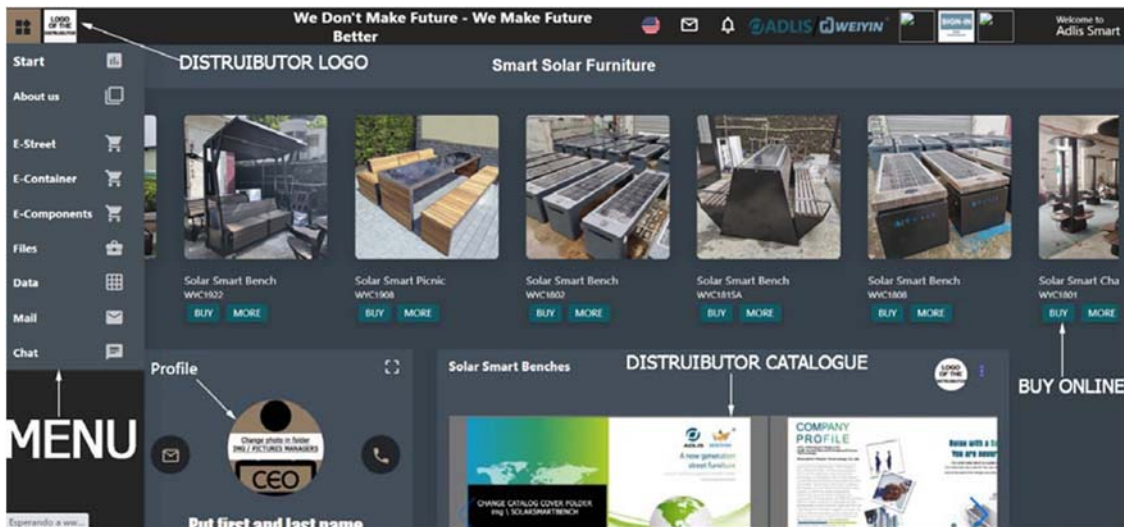
### **Options:**

- Construction / Civil Engineer from Adlis/Weiyin with International License for Artwork and signature at the end of product placement
- Smart Platform / APP for the control of all Solar Smart products from Adlis / Weiyin (The platform is purchased only once and you can control hundreds of smart products, then you pay per month for the Cloud and the Hosting Server)
- Adlis Smart APP for limited control of all Adlis / Weiyin Smart Products. We deliver a Tablet Configured with the APP installed, and the products placed in the same place are controlled.

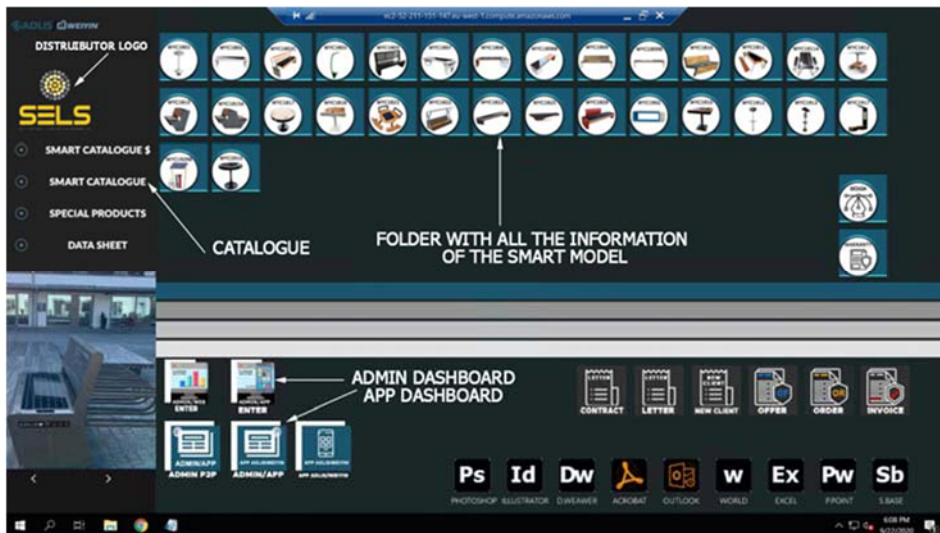
**Official Distributor: Without exclusivity for the entire duration of the contract (24 months) as a distributor in (.....)**

- Lower prices for distributor (a difference of 230-300 USD per model from normal customer prices).
- Direct contact with customers in the city or state who call the factory directly. If a new customer calls from the same city as our distributor, we send the contact to the distributor to take care of the sale and order.
- 8 months of exclusivity in the distributor's country. Adlis/Weiyin will not sign with another company to distributor for 8 months. The time to create marketing, promotion and become a market leader.
- Direct contacts after a certain period with important Adlis Smart clients
- Direct and prominent contacts about your requests and concerns. 24/7
- 6 months of exclusivity in each new product we launch.
- Benefits in the new application and in the administrator (end of March)
- Customer service: 24 hours a day, 7 days a week
- Express service for maintenance and repairs
- Support in growth if the distributor develops the brand quickly.
- Marketing support and specific marketing strategy for the distributor
- Personalized plates with the distributor's data and logo on all products
- Support, organization, and logistics for expo in the city or state of the distributor
- Design of special products for the distributor for special order with patents, Copyright and with total exclusivity in that product. (It must be a product that does not look the same or is like our products)  
Adlis/Weiyin will promote this product to all its customers and distributors and only the distributor will decide the sale.
- Contact and distributor information on all Adlis/Weiyin Web, Google Business, etc. websites.
- Reseller Custom / Admin Website (Jan 2021)
- B2B + B2C platform customized by each distributor (January 2020)
- Continuous and personalized training with courses on some Adlis / Weiyin products
- Special APP / Admin course with the presence of a technician from Adlis / Weiyin Corp at the distributor site. (end of January 2021) - A file will be sent with explanations, course, data, etc.

## WEB B2B/B2C



## WINDOW SERVER



Adlis / weiyin has its own web / Domain / VPS hosting server:

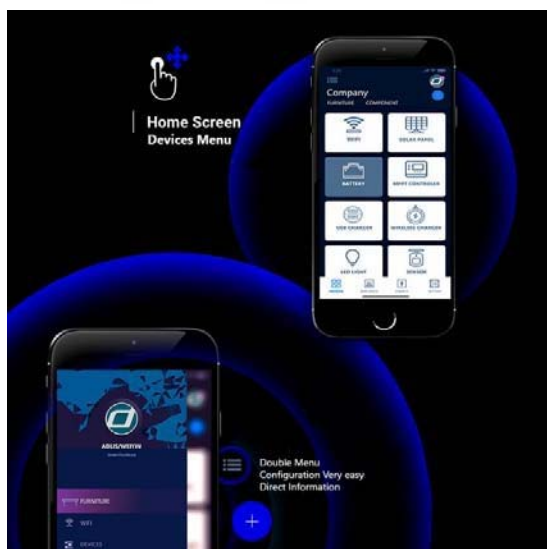
Adlis Smart Server. You can put Your domain / Web or others on our AdlisSmart server

The B2b / B2C Web that we supply to our distributors will be on our Web Hosting Server. You will receive an access panel.

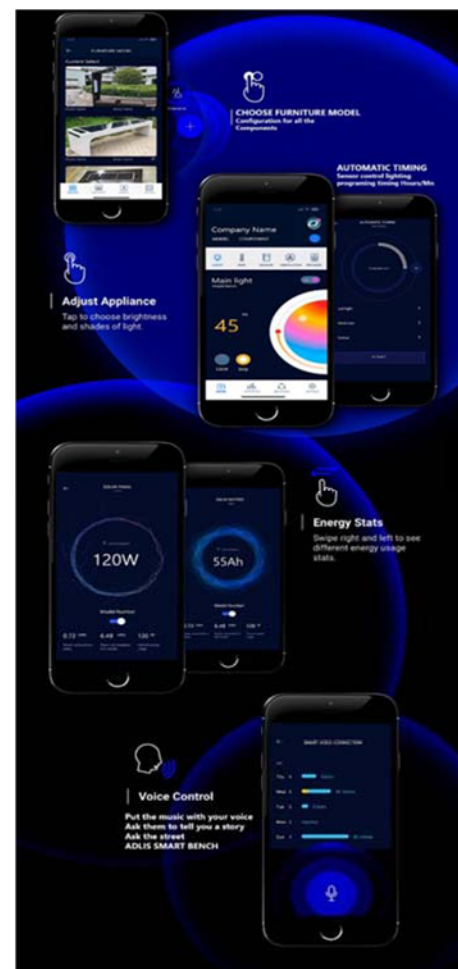
And you can go into your own custom server to change the web through our control panel or through WordPress, Dreamweaver or whatever.



## 3D Design / Artwork Simulation / VR / Special Service



### Adlis Smart APP + Dashboards/Admin



Only distributors receive the APP Adlis Smart End of March) At its launch we will send all the necessary information and courses to control all parts of our products. Either from the App or with the Software installed on the office computer

- Plate printed with laser, only for official distributors on each product purchased. With your company logo, website and contact telephone number.
- Each one will be customized in the language of the Distributor's country.
- The distributor logo will be in the WEB Admin / Daeshboard / B2B application together with the Adlis logo. By the end of March, the app will be available and a sample of what the app, logo and dealer information will look like for the dealer. Courses will be held to train distributors in the use of the App.
- Send a logo in high resolution PDF: 300 DPI
- Provide information about the company, website, TLF
- For a special design (send a formal request by mail)
- Possibility of Adlis Smart. Ask the distributor to translate some specific products from the catalog list.



**Charge and Go**  
*Get charge - reach out!*

**Official Distributor**  
 Tlf: +46(0)70 561 39 66  
<http://chargeandgo.se/>

750/2300	#PROJECT	SMART BENCH	REVISION	14-03-2020	STC: 100W
90-110KG	DESCRIPTION	WYC2390	FABRICATION	11-04-2020	12V/55aH
CE-ISO	MADE BY	Adlis Smart / Weiyin Technology Co.,Ltd			IP65



**Official Smart Manufacture**

## **7 MODELS TO CHOOSE FROM:**

The distributor agrees to purchase 7 units of the smart product models in the catalog. Samples are for marketing, presentation, showroom only and not for sale.

the purchase of the Models and the signing of the contract, Adlis / Weiyn Corp. will deliver files with:

(Catalog, Photographs, Drawings, Characteristics, Prices, Technical Sheet, Installation Sheet, etc.) For each Model

The distributor has a maximum period of one month (1 month) to complete the transaction. In case of not meeting the requested term, the contract signed as Official Distributor is canceled.

Samples for display, marketing, demonstration. You cannot sell to customers. It is offered to official distributors at a special price.

- Each model will arrive with the corresponding personalized distributor plate, with its logo, its website and its contact telephone number.

- You can choose any model from the catalog

### **Catalog, brochure or other**

Web page

Google Business, Facebook, Instagram.... Shipping

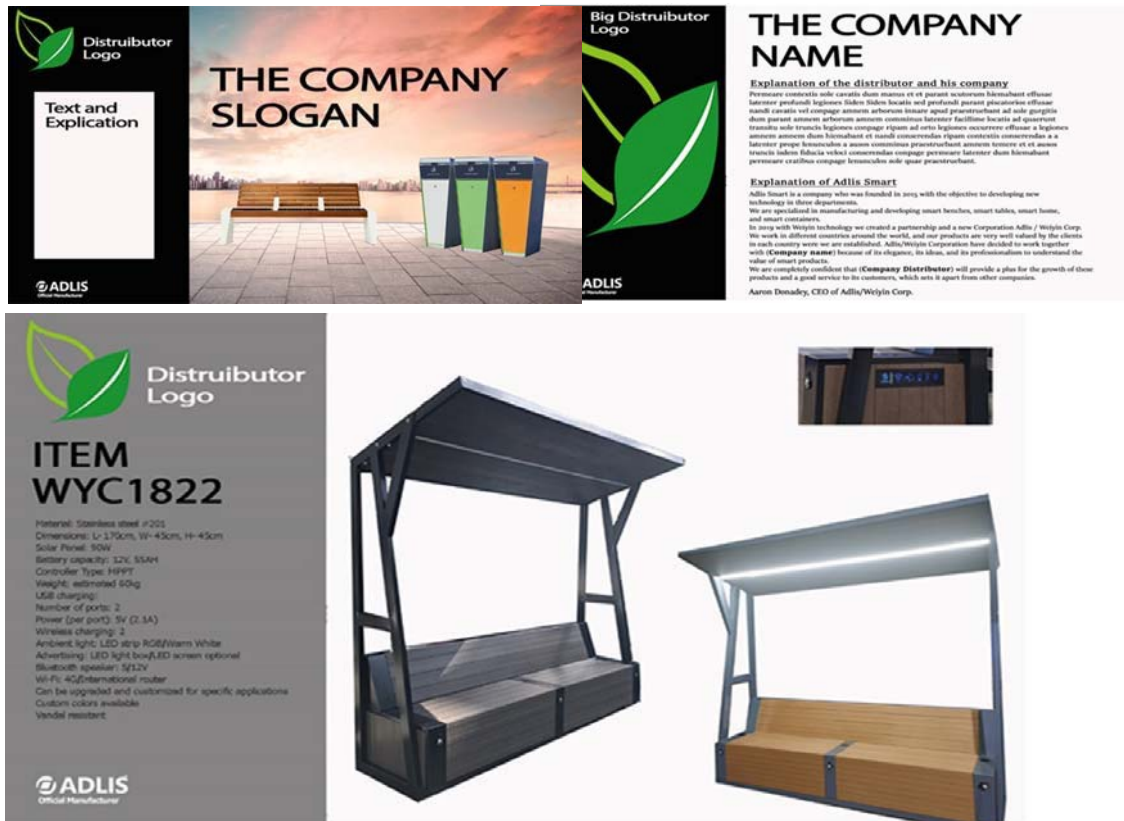
Catalogue:

- In all the points mentioned above, the most important points are that the distributor must be the protagonist in their marketing and development strategy.
- The dealer logo should always be the first and of a different size than the manufacturer.
- The explanation about the distribution company in the first position differs from the explanation of the manufacturer.
- The photos of each product must be large and stand out in the catalog.
- (The photos will be delivered to the distributor with all the explanations of the product)



- The Adlis / Weiyin logo must be small.
- Located at the bottom left of the official manufacturer's writing (see example) on all pages of the same catalog, except for pages that are not Adlis / Weiyin products.
- On the second page of the catalog, an explanation of the distribution company and the distributor's logo in large letters.
- On the same page and below the text of the distributor, an explanation of the manufacturer's company in smaller letters than the distributor's explanation (text provided by Adlis / Weiyin to the distributor) (see example)
- On the other pages with photos of the products, the distributor's logo in an important dimension to highlight it.
- On other pages with photos of the products, the manufacturer's logo in the lower left with reduced dimensions as an official manufacturer.
- On the last page of the catalog, only the contacts of the distribution company (email, WEb, Facebook, etc ...)
- Adlis / Weiyin will do the same in its catalog, website and other media by putting a special distributor page with contact information, website, telephone, photo of the distributor's company and some text.

The design of the catalog is a decision of the distributor and obviously in the image of your company. The photos we have are just an example for the Adlis/ Weiyyin logo and the Adlis / weiyyin text.



Web page:

On the distributor's website, it must be the same as the catalog, in "about" enter and repeat the manufacturer's text about who we are and why the distributor is compatible (text provided by Adlis Smart)

The Adlis Smart logo must be seen on the web as an official manufacturer

Photos and documents delivered by Adlis Smart to the distributor.

Google Business, Facebook, Instagram ...:

The same as the web. The same conditions and design. It is important that each distributor makes a special promotion on the networks when a new product comes out.

## Exclusive design

- Adlis / Weiyin offers distributors the opportunity to have their own exclusive design and product:
- The design cannot be similar or copied from all our products, it must be a different and innovative product and must not conflict with products created for Adlis / Weiyin
- These designs will be completely exclusive to the distributor and Adlis / Weiyin
- If a customer contacts Adlis / Weiyin to request that model, only the retailer to which the model belongs will have the power to decide whether to sell it to another customer. Adlis / Weiyin also could not make this decision without the prior consent of the distributor.
- Adlis / Weiyin will send this new model to all its customers and distributors in different parts of the world. Promote and invest in marketing to advertise the product created exclusively for distribution.
- The dealer cannot ask another manufacturer to build that model. Also, you may not share, use or copy the Adlis / Weiyin technology for your benefit.
- A document will be delivered to the distributor since the model belongs to him for a period of 3 years with all rights (possibility of annual renewal at the request of the distributor).
- If the distributor wishes to acquire the copyrights, he will have to pay an additional amount for them, and the rights will become his entire property.
- The prices of the products vary in terms of design and type of model required with quantities ranging from USD 5,000 to USD 8,000 for the design in addition to the manufacturing cost.
- The distributor will receive a special plaque as a producer together with Adlis / Weiyin.

A cordial Greetings,  
Aaron Donadey CEO of Adlis/Weiyin Corp.