

# Wingtra Educational Discounts



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for Distributors**

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## Summary

Wingtra provides educational discounts for academic and educational institutions in order to maximize brand exposure and to make sure future surveyors are familiar with the Wingtra brand.

## Goals of the Educational Discounts

- Support distributor's sales efforts to educational and research institutions
- Get people involved early on in their professional career using WingtraOne systems
- Increase visibility and relationship of Wingtra products in the context of well regarded institutions
- Enable researchers to use up to date tools and high quality data for their work

## How does it work and what are the requirements?

In case your potential customer comes from a University or has a research background they may qualify for the Wingtra educational programme. The conditions to be met are as follows:

- Your Wingtra sales manager will have to confirm the qualification of a specific customer for this programme.
- Prior to the sale, Wingtra needs to receive a signed letter explaining the use of the drone by the University.
- After approval distributor may quote products with educational discount to the approved customer.
- After the sale, Wingtra needs to receive a copy of the purchase order. The purchase order must mention
  1. The educational discounts applied to the products
  2. That the customer is required to cite or mention Wingtra in any research results that are published.

## What's the discount structure?

- Only WOP-XXX-XXX product bundles (WingtraOne drone bundles) are eligible for educational discounts.
- Academic and educational institutions receive a **discount of 25%** on the list price of WOP packages.
- Distributors receive a 40% discount on the list price of WOP packages sold with an educational discount.

## Uses that are not permitted under this program:

- Commercial (revenue producing) activities performed using Wingtra equipment
- Work on the Universities property that would normally be handled by a local surveyor

## Mutually Exclusive Promotions

The discounts described in this document cannot be combined with any other promotion, subsidized financing, discount, special pricing or trade-in program.

## Product Codes

To order bundles with educational discounts, use

- EDU-QX1
- EDU-QX1-PPK
- EDU-RX1

- EDU-RX1-PPK
- EDU-RE

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