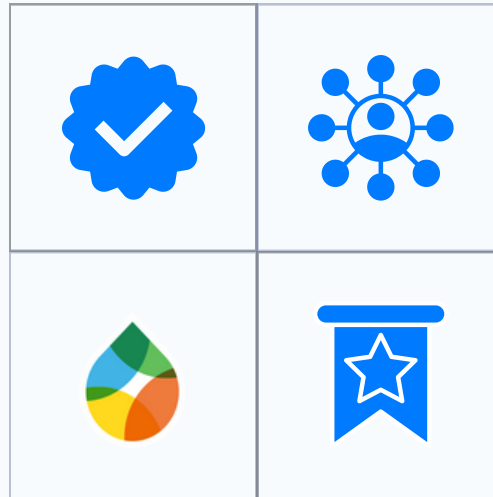


## DISTRIBUTOR PROGRAM

### A. Bluelabel partner

We empower you to retain ownership of the client relationship while leveraging Optamark's capabilities as your strategic partner. This includes order financing, comprehensive back-office support, access to our collaborative platform, Optahub, for seamless coordination with our team, and a dedicated account manager assigned to you. Additionally, we offer unlimited storefronts to all your clients, which can serve as an additional revenue stream for your business. Our goal is to support your sales growth and help you achieve long-term success without having to worry about operational costs and the cost of goods. We are dedicated to helping you expand your business in a sustainable and profitable way.

**Commercial Model: 40% commission**



### B. Referral Partner

Focus on your strengths and skills, collect your referral fee and let Optamark do the rest. We'll take care of account management, estimation, fulfillment, and logistics.

**Commercial model: You refer and we pay a 10% commission**

### C. Whitelabel Partner

At Optamark, we understand that delivering exceptional results for your clients is your top priority. That's why our dedicated Account Management Team works behind the scenes to support your efforts. We integrate closely with your team and work directly for you, ensuring seamless communication and coordination.

**Commercial model: You can make a markup on our services, and we will bill you at a discounted partner rate.**