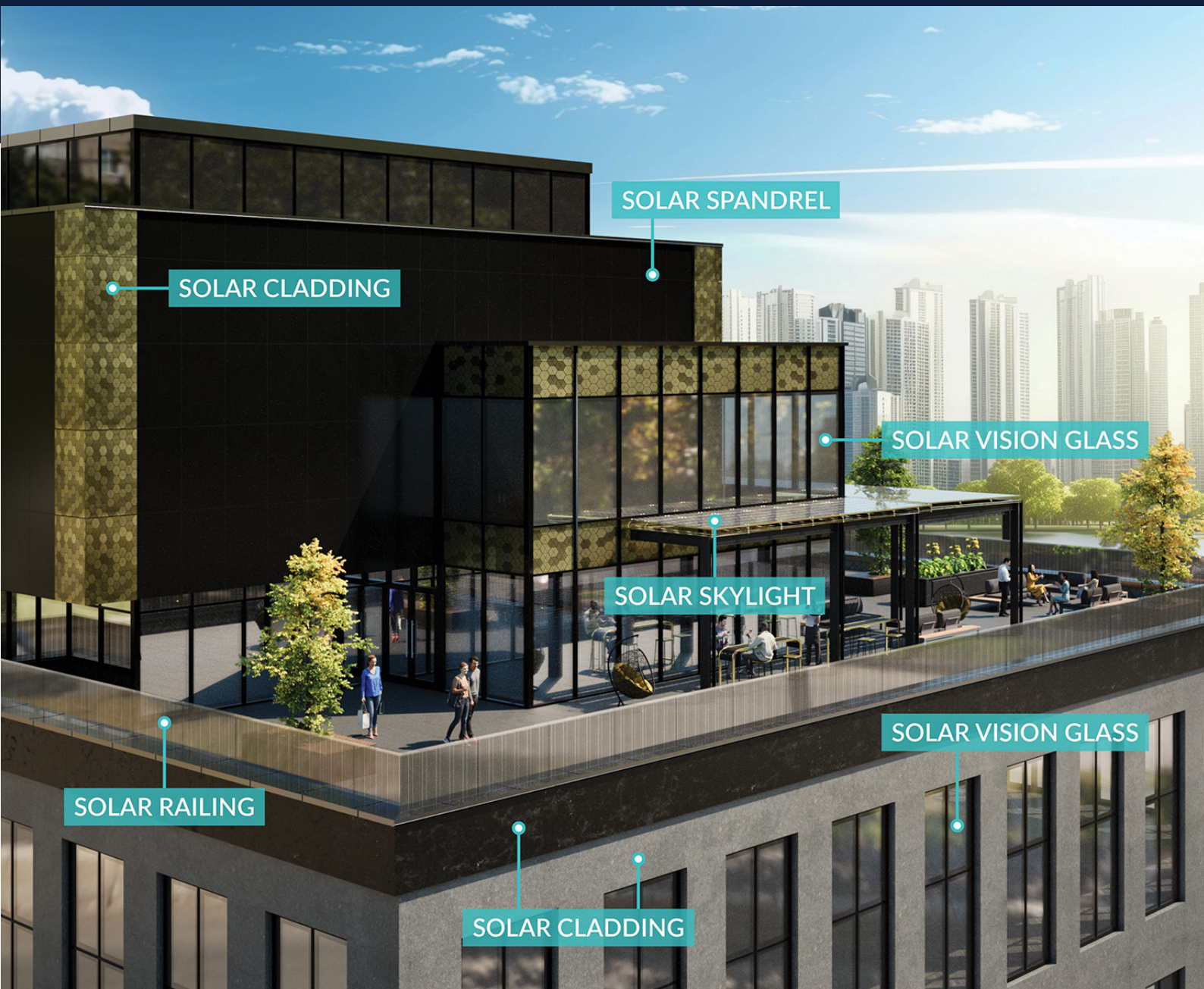


# Becoming a ClearVue Partner

*Advancing Sustainable Building Design & Construction*



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# ClearVue Licensee Program

*ClearVue is engaging with Insulated Glass Unit (IGU) manufacturers, façade and curtain wall contractors, and solar installation companies from around the world to become Authorized ClearVue Licensees (ACL). The ClearVue Licensee Program supports your business in delivering game changing solar façade products that are supporting a leap toward net zero.*

*As an ACL you gain access to the full line of ClearVue solar vision glass, spandrel, cladding, balustrade, and skylight products.*

*This document will provide an overview of the ClearVue Licensee Program and what you need to know to become an Authorized ClearVue IGU Licensee, Authorized Building Envelope & Façade Contractor, or an Authorized Installation Partner.*

# Program Benefits

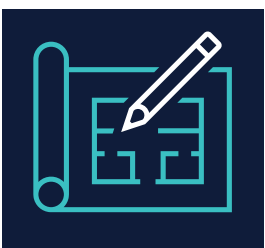
Joining the ClearVue Authorized Partner and Licensee Program means your company gains access to advanced solar façade solutions as well as support programs that will help accelerate your sustainability programs while gaining access to new market opportunities.



*Support developers, architects, and commercial real estate owners on their journey to net zero buildings.*



*Differentiate your organization and provide high-value solar solutions only available to a select set of licensees around the globe.*



*Expert engineering, manufacturing, and testing guidance making product delivery and installation seamless.*



*Grow your business with sales and marketing resources designed to generate demand for BIPV solutions.*

# Roles & Levels

There are several opportunities available to become an Authorized ClearVue Partner (ACP) based on the role your company plays in the industry.



ClearVue<sup>PV</sup>

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**AUTHORIZED**  
*Insulated Glass Unit Licensee*

**Authorized IGU Licensee**

Insulated glass unit  
manufacturers.



ClearVue<sup>PV</sup>

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**AUTHORIZED**  
*Façade Contractor*

**Authorized Façade Contractor**

Facade and curtain wall  
contractors.



ClearVue<sup>PV</sup>

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**AUTHORIZED**  
*Installation Partner*

**Authorized Installation Partner**

Solar installation  
contractors.



ClearVue<sup>PV</sup>

**Solar for nearly every façade surface**



**CLEARVUE<sup>PV</sup> VISION GLASS**    **CLEARVUE<sup>PV</sup> SPANDREL**    **CLEARVUE<sup>PV</sup> BALUSTRADE**    **CLEARVUE<sup>PV</sup> CLADDING**

# Becoming a Partner

The Authorized ClearVue Partner (ACP) Program process provides support at every stage and ensures your success in manufacturing, installing, and selling ClearVue solar façade solutions.

STAGE 1 | STAGE 2 | STAGE 3 | STAGE 4 | STAGE 5 | STAGE 6 | STAGE 7 | STAGE 8 | STAGE 9



Expression of interest



Documentation



Facility review



Memorandum of understanding



Exchange samples



Draft license agreement



Licensee agreement signing



Build mockup



GTM, marketing & selling

## STAGE 1



Expression of interest

### *Introduction and Expression of Interest*

If, after an initial introduction to ClearVue both parties are happy to move to stage 2, the ClearVue Expression of Interest Document is completed.

- Introductory meeting
- Nondisclosure agreement signed
- Use ClearVue's expression of interest document or online form

## STAGE 2



Documentation

### *Documentation*

Review of the completed ClearVue Expression of Interest Document (EID) along with additional requested documentation by both parties.

- Provide requested documentation to your dedicated ClearVue representative
- Upon completion of the documentation review a determination is made for moving on to stage 3

## STAGE 3



Facility review

### *Facility Review*

The facility review is an important opportunity to share your current capabilities and plans while demonstrating how ClearVue solutions would fit into your business plan.

- ClearVue visits your facility
- Meet team
- Assess capabilities and core competencies
- Equipment and manufacturing capabilities



Expression of interest



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Build mockup



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## STAGE 4



Memorandum of understanding

### Memorandum of Understanding

An agreement to move forward on exploring a formal licensee agreement with ClearVue.

- A non-binding MOU is drafted
- The MOU is signed by both parties
- A sample of ClearVue's licensee agreement is shared at this point
- Follow on meetings are scheduled

## STAGE 5



Exchange samples

### Exchange Samples

ClearVue sends product samples to licensee candidate.

- Licensee candidate receives samples of ClearVue products
- Samples will include ClearVue vision glass, spandrel, and cladding
- For IGU manufacturers components are provided to trail the production process

## STAGE 6



Draft license agreement

### Draft Licensee Agreement

A draft license agreement is shared with the licensee.

- Licensee receives draft license agreement
- Licensee provides input and performs a legal review
- Once finalized, the licensee agreement moves to the execution stage (stage 7)



Expression of interest



Documentation



Facility review



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Exchange samples



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Licensee agreement signing



Build mockup



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## STAGE 7



Licensee agreement signing

### Licensee Agreement Signing

A final agreement is reached, and the license agreement is executed by both parties.

- Final license agreement is signed
- A formal signing event may be scheduled
- A collaborative press release is written and distributed to media outlets
- Schedule follow up meetings for trainings and important contractual and regulatory requirements

## STAGE 8



Build mockup

### Build Mockup

*Note: Stage 8 is mandatory for ClearVue Authorized IGU Licensees and optional for the other partner levels.*

A ClearVue representative visits the licensee's production facility to supervise production of mockup and installation.

- Samples produced at Stage 5 should be used (or new samples produced)
- Mockup system installed at agreed location
- Important manufacturing and testing processes are reviewed
- Monitoring of the mockup performance installed and periodically reviewed

## STAGE 9



GTM, marketing & selling

### GTM, Marketing & Selling

Collaborative go-to-market planning and sales and marketing support are provided for ClearVue authorized licensees and partners.

- ClearVue provides collateral and other materials to support licensee sales and marketing efforts
- Guidelines and templates are provided to shorten your time to market

# Licensee Training & Certification

*ClearVue provides support and ongoing training to ensure a successful launch and continued business growth for our licensees.*

- Orders process
- Manufacturing and testing
- Installation and maintenance
- QA/QC review
- Installation and commissioning
- Sales training
- Technical training and ongoing support
- Marketing development
- Third party reports
- Product updates



# Get Started Today



*Get started on your journey toward net zero buildings with ClearVue.*

- Contact us for more information via email at [hello@clearvuepv.com](mailto:hello@clearvuepv.com)
- [Download the full Building Products Brochure](#)



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