



HID PACS NAM Reader Trade-Up Program

Accelerate Upgrades. Reduce Migration Friction.

For every two eligible legacy readers replaced, you will receive the equivalent of:

**1 Signo reader at NO COST &
1 Signo reader at 20% OFF**

No product return required.



What It Is

The HID Trade-Up Program provides enhanced discounts for replacing legacy HID or non-HID readers with new HID Signo™ readers. It will help end users lower the cost of modernization while improving security and flexibility.

Who & What Qualifies

- **Partners:** Existing Gold or Platinum PACS North America HID Channel Partners
- **Readers:** Legacy Readers such as Prox readers, iCLASS readers; or any non-HID branded readers.
- **Upgraded to:** Option of Signo 20 or Signo 40 standard profile readers (SKUs 40XKS-00-XXXXXX and 20XKS-00-XXXXXX, where "X" represents variable digits linked to a specific reader configuration). Up to a **maximum of 100** Signo readers can be received through the Trade-Up Program (50 readers free, 50 readers 20% off).

Disclaimer: The Trade-Up Program only applies to opportunities that result in **net new business** for HID.

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- Signo upgrade or expansion projects already underway or being negotiated as of the Effective Date
- Opportunities where HID is already providing sales support as of the Effective Date
- Opportunities already driven by HID's End User Business Development Team as of the Effective Date

Why We're Offering It

Migration cost is often the biggest barrier to modernization.

This program is designed to:

- Accelerate legacy reader upgrades
- Reduce cost objections in refresh projects
- Help partners close business without relying on ad-hoc discounting

Customer Benefits

- Lower upfront hardware costs
- Stronger security and encryption
- Mobile credential readiness
- Multi-technology support
- Simplified long-term standardization



How To Get Started

1. Identify eligible legacy or non-HID reader replacement opportunity
2. Submit the project through designated workflow through HID Deal Registration
3. Receive approval confirmation
4. That's it. Physical return of legacy readers to HID not required. It is the Partner's responsibility to instruct the End Customer to replace the existing legacy readers with the Signo readers and destroy the legacy readers.

5. To get started, contact Jessica Leavens: leavensj@thebakergroup.com

Note

Partners may return HID legacy readers as part of the Trade-Up program. **Non-HID readers should not be returned.** If returning HID readers:

- Clearly write **"TRADE-UP"** on the outside of the return box and ship to **611 Center Ridge Drive, Austin, TX 78753.**
- Ensure the marking is visible on the package so it can be properly identified upon receipt.
- Returned HID readers will be destroyed upon retrieval by HID and will not be returned.

