

NEW MEMBER APPLICATION FORM

On completion, please email to your Virbac Area Sales Manager

Which ELEVATE Partner Program do you wish to participate in?

☐ Companion Animal ☐ Equine ☐ Both

Do you wish to have access to the online rebate portal?

☐ Yes (recommended) ☐ No

Clinic details

Clinic name: _____

Email address: _____

This is where we will send ELEVATE updates, including your rebate notifications.

Owner/partner name: _____

Owner/partner signature: _____ Date: _____

By signing, you agree to the Terms & Conditions on page 4 of this document.

To be completed by your Virbac Area Sales Manager

ASM name: _____

Clinic 12-month forecast: _____

Starting tier based on forecast: ☐ Bronze ☐ Silver ☐ Gold

After 12 months, tier will be based on clinic's rolling 12-month spend.

Bank details

So that we can start providing you with rebates on your Virbac purchases, please provide us with your bank details in the form below.

Business Information

Clinic name:

Address:

Town/suburb:

State:

Post code:

Phone:

Registered for GST: ☐ Yes ☐ No ABN:

Payment terms: 60 days from end of quarter

Bank Information

Bank:

Account name:

BSB:

Account number:

Accounts Contact Details

Name:

Position:

Phone:

Email:

Remittance email (if different from above):

Company Representative

(to be signed by a clinic owner or partner)

Name:

Position:

Signature:

Date:

Virbac use only

Requested by:

Position:

Reviewed by:

Position:

Reviewed by:

Position:

Release of wholesaler data

Your ELEVATE rewards will be calculated automatically from your wholesaler purchase data. Please sign below to indicate permission for your wholesaler to release your data so we can calculate your rebate amount.

I, _____
(owner/partner name)

of _____
(vet clinic name)

authorise Virbac Pty Ltd to contact my wholesaler(s) and give permission for my wholesaler(s) to provide Virbac with my purchase data.

Signature: _____ Date: _____

Wholesaler details

Wholesaler 1: _____ Account number: _____

Wholesaler 2: _____ Account number: _____

Wholesaler 3: _____ Account number: _____

Terms and conditions - companion animal program

- 1. Data Access:** By signing up to the ELEVATE Partner Program, you give permission for Virbac Pty Ltd to contact your Wholesalers to gather purchase data for your clinic(s), on which rebates will be calculated. Purchase data may be sent to a third party for data processing but will never be released to any other third party except as required by law.
- 2. Rebate Requirements:** a. Rebates will only be payable on purchases through wholesalers who have an agreement in place with Virbac to provide sales data and permission to disclose purchase data has been provided to the specified wholesaler. It is the responsibility of the clinic to disclose wholesaler account details to Virbac and only when permission to provide purchase data is completed and accepted by the wholesaler will rebates be eligible for payment. There will be no back payment on purchases made prior to signing the ELEVATE Partner Program application form. b. It is the responsibility of the Vet Clinic to provide details of any wholesaler changes or wholesaler account number changes within 3 months of the change occurring. Virbac will not make back payments on any purchases greater than 3 months old from a wholesaler not listed in the clinic's application forms. c. Rebates are calculated using the applicable Virbac list price of the month of the reported purchase.
- 3. Eligible Products:** All Virbac Companion Animal brands qualify as Virbac spend contributing to Companion Animal ELEVATE tier eligibility. If the clinic is not also a member of the Equine ELEVATE Partner Program, any spend on Virbac Equine Vet brands will also qualify as Virbac spend contributing to Companion Animal ELEVATE tier eligibility. The qualifying Companion Animal and Equine Vet brands are listed as per Virbac's most recent Veterinary Price List.
- 4. Program Tiers:** a. To be eligible for the Companion Animal ELEVATE Bronze tier, a clinic must spend between \$5,000.00 and \$9,999.99 on Virbac Companion Animal and selected Equine products over a rolling 12-month period, which is assessed at the end of each quarter. b. To be eligible for the Companion Animal ELEVATE Silver tier, a clinic must spend between \$10,000.00 and \$39,999.99 on Virbac Companion Animal and selected Equine Products over a rolling 12-month period, which is assessed at the end of each quarter. c. To be eligible for the Companion Animal ELEVATE Gold tier, a clinic must spend a minimum of \$40,000.00 on Virbac Companion Animal and selected Equine Products over a rolling 12-month period, which is assessed at the end of each quarter. Clinics that are part of the Companion Animal ELEVATE Partner Program can also be eligible for the Equine ELEVATE Partner Program, but will not receive a rebate for equine products as part of the Companion Animal ELEVATE Partner Program in this case.
- 5. Vaccine Rebate:** is applicable to the Canigen® and Feligen® ranges of Canine and Feline vaccines. Virbac reserves the right to change or remove brands from this group. Clinics must have purchased both Canigen and Feligen within the last 2 quarters to qualify for the higher vaccine rebate rate for that quarter.
- 6. Afilaria® SR-12 Rebate:** All Bronze, Silver and Gold tier members are eligible for a 15% rebate on all Afilaria® SR-12 products purchased on or after 1 January 2024. Virbac reserves the right to change this rebate amount at any time without notice.
- 7. Group 1 Rebate:** is applicable to Cortavance®, EasOtic®, BackHome®, VeggieDent® FR3SH, Milpro® and EpiOtic® SIS only. Virbac reserves the right to change or remove brands from this group.
- 8. Group 2 Rebate:** is applicable to Sebazole®, Zoletil®, Megaderm®, Woundgard®, Evicto®, Endogard®, AquaDent® FR3SH, Rilexine®, Clomicalm®, Gastrozol®, Dozadine® and Sedazine® only. Virbac reserves the right to change or remove brands from this group.
- 9. Equine Product Rebates:** Rebates for Gastrozol®, Dozadine® and Sedazine® can only be claimed by clinics who are not a part of the Equine ELEVATE Partner Program.
- 10. Rebate Payment Terms:** Quarterly cash rebate is paid by EFT only, calculated on the clinic's previous three months' spend. Payment is made after the end of each eligible quarter, within 60 days.
- 11. Tier Qualification:** Initial tier qualification will be based on a forecast agreed between the clinic and their Virbac Area Sales Manager. Virbac reserves the right to review and amend a clinic's forecasted tier classification after six months if clinic spend is trending below forecast. If no forecast is agreed between the clinic and their Virbac Area Sales Manager, the clinic will begin the program in the lowest tier. Once Virbac has received 12 months of purchase data, the clinic's tier will be re-calculated on a quarterly basis, based on a rolling 12-month spend.
- 12.** Virbac reserves the right to make changes to eligibility criteria for each Rebate Tier, and/or rebates which apply to each Tier at any time without notice.
- 13.** Virbac reserves the right to change the Tier of an ELEVATE Partner clinic at any time, or to remove a clinic from the ELEVATE Partner Program to correspond with purchasing habits or changes to the program.
- 14. Partnership Term:** This Partnership is for a minimum term of 12 months. The term shall start at the date of signing the ELEVATE Partner Program application form. At the end of the initial Term, the Partnership shall be automatically renewed for periods of 12 months, until written notice of termination is sent by either Party. You may otherwise terminate this partnership earlier than its initial term, however early termination will forfeit all accrued rebate, without any rights of compensation of any kind from Virbac. For the early termination to be effective, a written notice to that effect shall be sent to Virbac. Such written notice shall be effective from the date of receipt by Virbac.
- 15.** Virbac reserves the right to alter these terms and conditions at any time with immediate effect. Any updated terms and conditions will be distributed to ELEVATE Partner Program members via their nominated contact email address.