



# Vendor Agreement



Below is the foundation of a partnership pricing and business agreement between Texas State Optical and Alternative Eyewear and Plan B Eyewear. We believe that this structure will serve all parties best and are looking forward to a long and successful relationship. The parameters of the program on behalf of Alternative Eyewear/Plan B are:

---

<b>Minimum Requirement:</b>	A 50 piece frame assortment is required to qualify for TSO/Alternative pricing and a 50 piece minimum must be maintained to qualify for all TSO/Alternative benefits.
<b>Initial Purchase:</b>	50% discount off list pricing.
<b>Additional Purchases:</b>	To receive a 50% discount a purchase must be of 50 pieces or more incrementally. This purchase also must be maintained in order to qualify for all TSO/Alternative benefits. If the purchase is less than 50 pieces the discount schedule will be used to price the product.
<b>Discount Schedule:</b>	0 – 20 TSO locations purchasing = 35% discount off list pricing 21 – 50 TSO locations purchasing = 40% discount off list pricing <51 TSO locations purchasing = 50% discount off list pricing
<b>Product lines covered:</b>	With the exclusion of the Nano Vista family of products and the Interface collection, which can only be offered at a 10% discount, the discount schedule will apply to all other collections offered by Alternative Eyewear and Plan “B” Eyewear.
<b>Vue exception:</b>	It is also agreed that for our value priced product line, vue, the affirmed list price will be \$57.95 but the net price will remain at \$15.00 for TSO.
<b>Rebate:</b>	5% rebate, given to each office when net sales reach \$3,000. Paid in the form of a yearend credit.
<b>Shipping:</b>	No charge freight on 3 or more RX orders.
<b>Warranty/Exchange:</b>	24 months from date of dispense on all manufacturers defects, all product is serviceable and collections will be maintained and modified as needed.
<b>Training/MTG:</b>	Meeting support and ABO training provided at no cost to TSO and provided as requested by the TSO management team.
<b>Social Media:</b>	Free customized launch message across Facebook, twitter, instagram and pintrest. Free content resource for use by TSO for its customers.

*continued on next page*



# Vendor Agreement



While we understand that this is an agreement to provide a product and service to TSO it is also understood that TSO desires true partners to work with in a collaborative manner and because of this the program agreement requires that TSO provide the following support:

.....

**Exclusivity:** The TSO Network office and its staff agrees to promote Alternative Eyewear and Plan B eyewear exclusively in the \$129 -\$199 retail space. (The exception to this rule is the existing agreement with private label product that TSO has under agreement with Clearvision Optical.)

**Support:** TSO agrees to champion Alternative Eyewear and Plan B eyewear through its network staff and leadership team statewide in an effort to move the TSO group toward maximum discount and office penetration.

**Launch Meetings:** TSO will coordinate with and provide locations for Alternative Eyewear launch meetings and training workshops to take place in each market as the program is introduced.

.....

At Alternative and Plan B Eyewear we continue to be focused on what is most important to our customers and in particular TSO, the TSO brand. We will gather all of our energies to make sure that the TSO brand is supported with great, unique, viable products and a team of service and sales personnel that are engaged and add value. We look forward to the opportunity to work together in this new structure and hope for a long and successful relationship together.

