

Channel Protection Commitment One-Pager

No Channel Conflict. Ever.

A clear commitment from BluB0X to our integrator partners.

BluB0X Channel Protection Commitment

A promise to every integrator: We will never compete with you.

Why Channel Protection Matters

Manufacturers often sell direct, underbid integrators, pursue national accounts without partners, or allow end customers to bypass integrators entirely — practices that erode trust and margins.

BluB0X operates differently: We succeed by helping integrators succeed.

The BluB0X Channel Protection Policy

We Never Compete With Our Integrators

If an end user contacts BluB0X directly, we redirect the opportunity to certified integrator partners.

We Do Not Undercut Integrator Pricing

No secret discounts, no back-door pricing, and no manufacturer-driven deals to take direct business.

We Never Bid Against an Integrator

Opportunities brought by integrators are protected for the life of the project.

We Provide Equal Access to Products and Information

All integrators receive equal access to pricing, lead times, support, engineering, documentation, and training.

We Build Long-Term Relationships

Our goal is decades of partnership — consistent trust, reliability, and profitability.

How BluB0X Enforces Channel Protection

- Opportunity registration ensures protection and priority.
- End-user leads are routed to integrators by region or specialization.

- Structured pricing for partners is never used against them.
- No direct support agreements behind integrators' backs.
- Transparent communication — no hidden quotes or parallel bids.

The Result for Integrators

- Trust that drives repeat business.
- Higher margins through protected pricing.
- Confidence in promoting BluB0X solutions.
- Stronger collaboration and faster sales cycles.

A Partner You Can Trust. A Platform You Can Win With.

Download the Channel Protection Commitment (PDF)