

## ***NSA Defense DOR (Dealer of Record) Program***

The NSA Defense DOR Program is intended to support and reward dealers and representatives who actively create opportunities and sell NSA Defense products. The DOR program rewards sales efforts that include on-site product demonstrations, product education, qualifying, and procuring business. All DOR approvals are at the discretion of National Safety Apparel. The DOR verification form must be submitted and validated.

Remember to document all the work that fully supports your DOR request.

### **Eligibility:**

To be approved for a DOR, a dealer must be authorized, have up-to-date product listings and sales training, and be in good financial standing with NSA.

### **Submission:**

To begin the process, the NSA Defense DOR validation form must be submitted to [DOR@thinknsa.com](mailto:DOR@thinknsa.com). The DOR request will not be recognized without formal submission.

All sections of the DOR validation form, including the Dealer/Distributor, End User, Buying/Contracting Authority, and Validation sections, must be filled out completely with current and accurate information. Your NSA sales representative can assist with proper DOR form submissions.

A DOR cannot be submitted verbally to an NSA sales representative, sent to any other e-mail address or contact form, faxed, or communicated in any other way.

\*A properly filled-out DOR validation form must be submitted to [DOR@thinknsa.com](mailto:DOR@thinknsa.com). You will be notified once the DOR is time-stamped and logged.

### **Purchase Orders:**

Purchase orders for approved DORs are encouraged to be submitted in a single PO. If multiple POs are submitted, the POs submitted must reference the DOR approval number. Quantities may vary from the time of the DOR approval to the purchase order. If the quantities are increased, the same price may still be applied. If the quantities are decreased, the prices will be subject to price adjustment. If there are product variations, a new DOR must be submitted. DORs may include the addition of STOCK quantities if specified on the DOR. DORs are valid for 90 days.

### **Exclusions:**

NSA reserves the right to exclude or decline DOR requests. This may be the case when a bid has already been released, a contract is in place or is being worked on, or a previous DOR request timeline has expired. We aim to support our dealer/distributor partners through the DOR process. DOR applications are opportunity-specific. Pricing for additional sales channels (including but not limited to GSA, FedMall, etc.) must be derived from the NSA military distributor price list, and MAP pricing must be adhered to.

*\*NSA is not responsible for any bid loss. The dealer is solely responsible for the bid they quote, and bids can be lost based on distributor pricing.*