



Approval Process to Sell Denon, Heos, Def-Tech, and Marantz

For Denon, Heos, Def-Tech, and Marantz, dealers are required to register on “The Station” prior to being able to purchase product from WAVE. Here is a reminder of the process:

1. Click on this link <https://thestation.soundunited.com>
2. Click on “New User Registration” button.
3. Complete the information and you will select “Indirect Dealer”.
4. A “Distributor Code” box(es) will appear. You will need to enter the following

DTWAVE0	AuthBrandDefTech
MDWAVE4	AuthBrandMarantz
DDWAVE2	AuthBrandDenon
HDWAVE3	AuthBrandHeos
6. Complete the brief questionnaire, acknowledge the UAP, and DocuSign the Indirect Agreement.
7. Click Submit.

To Confirm that a dealer has completed the registration you can follow the same link above and select “Authorized Dealer Verification”. You need the phone number they used to register to confirm they completed the registration.

Once the registration is complete, the sales rep needs to notify Vienna Vogt to flag the dealer in Eclipse.

Key Tips:

- *Once an Indirect Dealer is authorized, if they want to add a brand to their agreement, please send an email to thestation@soundunited.com with dealer company name, phone #, and new brand you would like to authorize them for, and someone with Commercial Ops will respond/update in 48 hours to your request.*
- *Authorized Direct Dealers are also authorized Indirect Dealers. They do not need to register to become authorized to sell a brand if they are already authorized as a Direct Dealer (for that brand). If they want to become authorized as an Indirect Dealer for a brand they are not authorized to buy direct – then they would need to complete the Indirect Dealer Authorization process.*