



Code Red Partner Network · Lane 01

CORE REFERRAL PARTNER STARTER KIT

Turn hard-to-source industrial part requests into a reliable partner handoff.

FAST REQUEST INTAKE VERIFIED OPTIONS RELATIONSHIP PROTECTED

01 / THE LANE

KNOW WHEN TO CALL CODE RED.

This starter kit is one lane inside the **Code Red Partner Network**. The network is built for trusted industrial partners who run into urgent, obsolete, no-stock, or hard-to-source part requests. Each lane gives partners a clean way to send Code Red the opportunity while protecting the customer relationship.

WHAT THIS LANE IS

You introduce a qualified industrial parts opportunity. Code Red handles sourcing, verification, quoting, fulfillment, and follow-through while protecting your relationship.

WHO IT IS FOR

- + System integrators
- + Controls contractors
- + Panel shops
- + Machine builders
- + Industrial service companies
- + Field technicians
- + Maintenance consultants
- + Independent sales representatives with plant-floor relationships

SEND A REQUEST WHEN

GOOD FIT SIGNALS

01 The original equipment manufacturer says obsolete, discontinued, or unavailable

02 Lead time threatens production or a shutdown

03 Your customer needs an alternate source or second quote

04 You have a clear part need but do not want to manage procurement

BEST RULE: send it early. A clear request gives the sourcing team more room to verify availability, condition, lead time, and options.

02 / THE HANDOFF

SEND THE FACTS. WE RUN THE SEARCH.

WHAT TO SEND

01 IDENTITY

Manufacturer + exact part number or model number

02 VISUALS

Clear label photo + full-unit photo + connector photos if available

03 REQUIREMENT

Quantity + condition requirement

04 TIMING

Needed-by date + outage or production impact

05 CONTEXT

Ship-to region + known constraints

06 PARTNER RECORD

Partner Identification Number or assigned referral code

COMMERCIAL MODEL

REFERRAL EARNINGS

You create the introduction. Code Red does the sourcing work and closes the hardware transaction.

Approved referral partners may earn a percentage of net hardware profit on qualified, closed, and collected deals. Final terms are confirmed in writing during onboarding. Status updates and attribution stay tied to the submitted opportunity.

ONE REQUEST CAN BE SIMPLE.

Part number + photo + quantity + date is enough to start the conversation.

03 / HOW WE OPERATE

VISIBLE WHEN USEFUL. BEHIND THE SCENES WHEN NEEDED.

BEHIND THE SCENES / BLIND SHIP

Code Red can work behind the scenes, communicate through you, or engage the customer directly with your approval. Blind shipping may be used so the shipment arrives without Code Red pricing or promotional material.

NEUTRAL PACKING

NO PRICING

YOUR RELATIONSHIP

V

BLIND-SHIP OR VERIFIED

Blind-Ship keeps Code Red behind the scenes when supplier and shipping conditions allow it. Verified routes the unit through an added review or independent functional test when available. Verified may add time and a per-unit cost, quoted up front.

CUSTOMER MESSAGE

"I work with Code Red Industrial Sourcing for difficult, obsolete, and time-sensitive industrial parts. Send me the part number, photos, quantity, and timing, and I will route it to their sourcing team for review."

FIELD TEXT

Hard-to-find part? Text me the part number, photo, quantity, and needed-by date. I can route it to Code Red for a fast sourcing review.

KEEP THE HANDOFF CLEAR: confirm the communication path, fulfillment lane, and customer-facing expectations before the order is released.

04 / QUICK CHECK

READY TO ROUTE? CHECK THE ESSENTIALS.

BEFORE YOU SEND

Use this quick review to make sure Code Red has enough information to qualify, source, and route the opportunity correctly.

- ☐ Part number or model number is readable
- ☐ Quantity and condition are clear
- ☐ Photos include label and full unit
- ☐ Referral is submitted before quoting begins
- ☐ Manufacturer is identified if known
- ☐ Needed-by date and urgency are included
- ☐ Customer contact path is agreed
- ☐ Partner Identification Number or assigned referral code is included

CLEAN HANDOFF, FASTER REVIEW

Complete information helps the sourcing team verify the request, protect the partner relationship, and return a usable option with fewer follow-up questions.