



Smart Programs

With SmartCompliance, you have the flexibility to choose the distribution method that works best with your business. The following three programs allow you to tailor inventory and distribution to your needs.

Program 1

Distributor Managed Cabinets and Refills

Purchase, stock, and sell both SmartCompliance cabinets and SmartTab ezRefills. First Aid Only will manage cabinet registration and honor the Compliance Guarantee. This program allows you to maintain a strong brand and seamless customer experience inside your existing distribution model.

Program 2

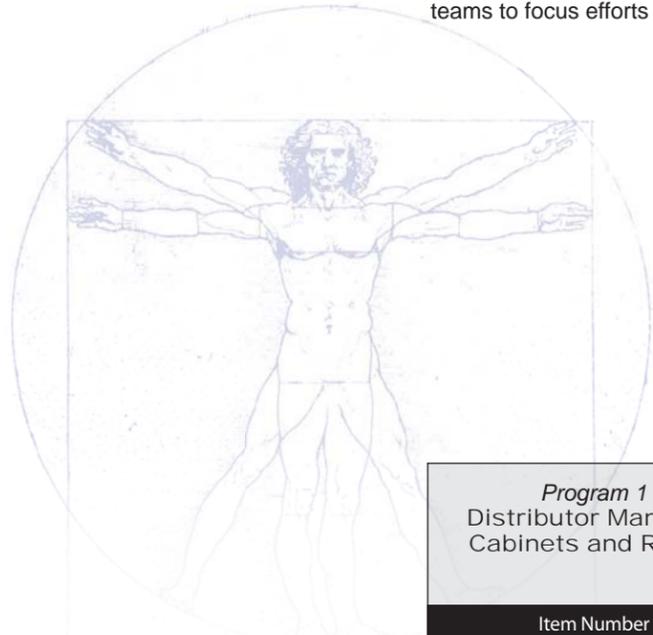
Distributor Managed Cabinets/First Aid Only Managed Refills

Purchase, stock, and sell SmartCompliance cabinets. Customers order SmartTab ezRefills directly from First Aid Only, allowing you to leverage the benefits of our proven refill system without having to coordinate ongoing ordering and fulfillment. Based on your distribution agreement, you will receive a commission for cabinet refills associated to your customers. This program merges the power of in-stock products with the convenience of inventory-free refill management.

Program 3

First Aid Only Managed Cabinets and Refills

Promote the SmartCompliance Program directing orders for cabinets and refills to First Aid Only. You will receive commissions based on your distribution agreement. First Aid Only will track and fulfill orders and commissions, manage cabinet registration, and honor the Compliance Guarantee. This inventory-free program allows you and your teams to focus efforts on sales and marketing objectives.



	<i>Program 1</i> Distributor Managed Cabinets and Refills	<i>Program 2</i> Distributor Managed Cabinets/First Aid Only Managed Refills	<i>Program 3</i> First Aid Only Managed Cabinets and Refills
	Item Number	Item Number	Item Number
General Workplace Cabinet with pain relief medication	1000-FAE-0108	1000-FAE-0103	1000-FAE-0103
General Workplace Cabinet with additional injury treatment	1001-FAE-0108	1001-FAE-0103	1001-FAE-0103
Food Service Cabinet with pain relief medication	1300-FAE-0108	1300-FAE-0103	1300-FAE-0103
Food Service Cabinet with additional injury treatment	1301-FAE-0108	1301-FAE-0103	1301-FAE-0103



Simply Revolutionary.



SmartCompliance™

from First Aid Only



The innovative SmartCompliance Program redefines business first aid. Three powerful components work together to create the most comprehensive solution available today:

Innovative Cabinet Design

This unique cabinet design eliminates disorganized and missing supplies. Clearly labeled compartments offer your customers a cabinet that is easy to use and restock. The cabinet ID system offers tracking by location and the option for customized activity reporting. And with the expansion pocket, customers can customize their cabinet to meet their specific needs.

SmartTab ezRefill System

This simple but effective system for reordering and restocking revolutionizes replenishment. It is quick, easy, and cost effective - offering a savings of up to 30% or more. As supplies are used, SmartTab ezRefill reminder tabs notify your customers when it's time to reorder supplies and puts reorder information at their fingertips.

Guaranteed OSHA Compliance

SmartCompliance is the only first aid solution that guarantees OSHA compliance. This is the first product that goes beyond supplies and provides peace of mind. Customers simply register their cabinet and use the SmartTab ezRefill System to maintain their guarantee. Additionally, should OSHA regulations change for the customer's industry, First Aid Only will make the product available to ensure compliance.

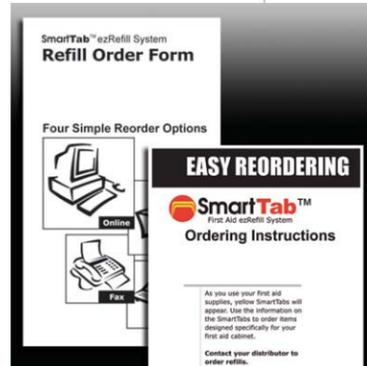


The SmartCompliance SmartCode

If some or all of your SmartCompliance fulfillment is managed by First Aid Only, you will be assigned a unique SmartCode.

Your SmartCode can help you maximize your revenue in three ways:

- Your customer uses your SmartCode when purchasing direct from First Aid Only. The code ensures you receive commission for the sale.
- When your customers use your SmartCode while shopping at www.efirstaid.com, the code will guarantee you receive credit for commissionable products sold.
- If you choose, your customers can use your SmartCode to access a personalized web experience on efirstaid.com co-branded with your company information.



Easy Reordering

Whether you stock refills or have First Aid Only manage them for you, each cabinet delivers clearly marked reorder instructions. Customers ordering directly from First Aid Only can order online, or by fax, mail, or phone.



Customer Friendly

If you choose to stock the SmartTab ezRefills, marketing messages inside the cabinet will direct customers to contact the selling distributor. If you decide to leverage one of First Aid Only's refill management programs, we offer a nationwide toll-free customer support service and online resources.



Customization

Additional SmartTab ezRefill products are available for your customer to purchase, allowing them to customize their cabinet to meet their specific needs. This provides an upsell opportunity and recurring revenue stream for you, and a winning first aid solution for your customer.



Cabinet Tracking

All cabinets registered with First Aid Only are tracked by location providing the necessary information to guarantee OSHA compliance and regulatory updates. Customized activity reporting is available when First Aid Only manages SmartTab ezRefill fulfillment.



SmartTab™ ezRefill System

Organized snap-in refills, at-a-glance monitoring, and easy reordering make this system unlike anything else on the market. A cost-effective alternative to traditional first aid services, the SmartTab ezRefill System offers value to the customer and ongoing revenue to you.



Guaranteed OSHA Compliance

The SmartCompliance Program is a comprehensive first aid solution which guarantees OSHA compliance, setting it apart from all other first aid kits on the market. Simply by maintaining their cabinet using the SmartTab ezRefill System, your customers remain OSHA compliant AND stay prepared for the next first aid emergency.