

# Sentry Power Manager (SPM) Channel Incentive Program

## Terms:

- > **Incentive Period:** March 1st, 2011 – December 31st, 2011
- > Payment to individual sales reps following the close of each month.
- > Payment to channel partner organization 30 days following year end close

## Program Overview

The Server Technology Inc. Sentry Power Manager Channel Incentive Program is a program designed to reward our registered channel partners for successfully selling the Sentry Power Manager product as part of a full power distribution solution. SPM is a key component for power monitoring and management in the world's most technologically advanced data centers. SPM is such an integral part of a full Cabinet Power Distribution Unit (CDU) solution that we believe channel partners and their sales reps deserve a reward for developing and winning new Sentry Power Manager business.

Channel Partner Organization Period End Target of SPM Application Installs:	Channel Partner Organization Incentive for obtainment:
1-5	\$2,500
6-10	\$5,000
11-15	\$7,500
16-20	\$10,000
21+	\$12,500

## Individual Channel Partner Sales Representative Incentive:

1st SPM Sale:	\$50.00
2nd SPM Sale:	\$75.00
3rd SPM Sale:	\$100.00
4th SPM Sale:	\$125.00
5th SPM Sale and Above:	\$150.00

## What is Sentry Power Manager (SPM)?

SPM is a 1U appliance and software package capable of monitoring and managing multiple Sentry CDU devices in IP-based enterprise networks. SPM brings your entire network of Smart and Switched CDUs to a central interface. It integrates with most Building Management Systems and Data Center Management Software via API, provides reports, generates graphs and trends, and allows for user-defined alarming on power and CDU level environmental monitoring.

For more on Sentry Power Manager please contact a Server Technology sales representative or your regional sales manager. For more on the Channel Partner Program or the SPM Channel Incentive Program please contact Jeremy Swanner.  
[Jeremy.Swanner@servertech.com](mailto:Jeremy.Swanner@servertech.com)

HEADQUARTERS - NORTH AMERICA  
 1.775.284.2000 Tel  
 1.775.284.2065 Fax  
[sales@servertech.com](mailto:sales@servertech.com)  
[www.servertech.com](http://www.servertech.com)

EMEA  
 Server Technology Intl  
 +44 (0) 1628 509053 Tel  
 +44 (0) 1628 509100 Fax  
[salesint@servertech.com](mailto:salesint@servertech.com)

APAC  
 +65 (0) 6829 7008 Tel  
 +65 (0) 6234 4574 Fax  
[salesint@servertech.com](mailto:salesint@servertech.com)