



# Server Technology, Inc.

---

## **Power Rewards™ Channel Partner Incentive Program**

Server Technology, Inc.  
1040 Sandhill Drive  
Reno, NV 89521  
+1 (775) 284-2000  
[www.servertech.com](http://www.servertech.com)

## Order Registration – Incentive Program

**Step 1:** Register the opportunity by going to the STI website at [www.servertech.com](http://www.servertech.com).

\*Opportunity registration will not be required for STI Basic and Metered product families as well as power cords and cables when the total order amount is less than \$2,500. For these orders, the Power Rewards™ Reseller will automatically receive the registered opportunity discount.

**Step 2:** Click on *Channel Partners* in the top right corner of the STI website.

**Server Technology**  
Solutions for the Data Center Equipment Cabinet

PRODUCTS : SUPPORT : USING SENTRY : COMPANY : **CHANNEL PARTNERS**

Send Me Info | Get Our Newsletter | Get a Proposal | Customer Login

If you manage a datacenter, we have a solution for you.

*How do I...*

- Reboot remote servers and network devices?
- Monitor power and prevent a power overload?
- Monitor input currents & temperature over my IP network?
- Distribute and remotely load balance 3-phase power?
- Create power redundancy for single-power supply servers?
- Reboot and access serial devices over secure IP?
- Monitor environmental conditions in the data center?

**WHAT'S NEW**

### Welcome

Server Technology, Inc. designs and manufactures power distribution products to reduce downtime and improve data center power management. Products for data center power management include intelligent Cabinet Power Distribution Units (PDU's) that provide power management via IP, branch circuit protection, input current power monitoring, environmental monitoring, serial console

**SUPPORT INFORMATION & RESOURCES**

ServerTech Blog - Information for the Data Center Equipment Manager

Server Tech will be exhibiting Data Center Cabinet Power Distribution Units (PDU's) at

**Step 3:** Enter your User Name and Password and click **Login**.

Send Me Info | Get a Newsletter | Get a Proposal | Login

Search

PRODUCTS | SUPPORT | USING SENTRY | COMPANY | CHANNEL PARTNERS |

## Channel Partners

The Server Technology Channel Partner Program

### How to Order Channel Partners

Server Technology's Power Rewards™ program is a channel partner incentive program designed to reward authorized channel partners for developing and winning new business opportunities. Registered opportunities provide program channel partners with the highest discount available - allowing them to be the most competitive in the marketplace.

### Contact a Representative

Through the Power Rewards™ program, channel partners will gain opportunity protection by registering their opportunities on the STI web site. Authorized channel partners will also have privileged access to training, marketing and sales materials and tools not available to non-program resellers.

Interested in becoming a qualified Server Technology Channel Partner? [Apply Now!](#)

To enter the secure section of our web site for authorized channel partners, enter your username and password.

### Login

Please enter your username to reset your password.

Username:

Password:

[Signup to become a Channel Partner](#)

Server Technology Copyright © 2008 Server Technology, Inc. All Rights Reserved. Contact Us | Privacy Policy | Sitemap |

**Step 4:** To log the order for the Incentive Program, select the *Order Registrations* link on the left hand side of the screen or *Our Incentive Program* in the Center Console.

The screenshot shows the Server Technology website interface. At the top left is the logo for Server Technology, "Solutions for the Data Center Equipment Cabinet". To the right are links for "Send Me Info", "Get a Newsletter", "Get a Proposal", and "Logout". Below these is a search bar with a "Go" button. A navigation menu includes "PRODUCTS", "SUPPORT", "USING SENTRY", "COMPANY", and "CHANNEL PARTNERS". The main content area is titled "Products" and "Products for Channel Partners". A left-hand navigation menu lists: Switched, Smart, Metered Power, Basic Power, -48 VDC Power Management, Fail-Safe Power Redundancy, Console Port Access & Remote Power Management, Channel Partner Support Documentation, Channel Partner Home, Order Registrations, Opportunities, and Logout. The main content area is titled "Channel Partners" and contains a welcome message: "Welcome Valued Channel Partner to our New and Improved Website!". Below this, it states: "The left navigation allows our Channel Partners to Register Opportunities, access Our Incentive Program and access privileged training information, as well as marketing and sales materials and tools not available to non-program resellers." and "For information regarding the Channel Partner Registration Click Here." There are two call-to-action buttons: "How to Order" (with a keyboard icon) and "Contact a Representative" (with a woman on a headset icon). The footer contains the Server Technology logo, copyright information "Copyright © 2008 Server Technology, Inc. - All Rights Reserved.", and links for "Contact Us", "Privacy Policy", and "Sitemap".

**Step 5:** Complete and submit the Channel Partner Order Registration Form as shown below.

- Enter the STI Registration number (this can be found in the email you received from STI notifying you the opportunity had been registered), Registration Date, name of the Reseller Sales Representative, name of the end user, purchase order number, and the order value submitted to STI. The order value will be validated by an STI Rep.
- After all of the required fields have been entered, choose the “Create” button on the far right hand side.

The screenshot shows the Server Technology website interface. At the top, there is a navigation bar with links for 'Send Me Info', 'Get a Newsletter', 'Get a Proposal', and 'Logout'. A search bar is also present. Below the navigation, a blue banner reads 'Channel Partners' and 'The Server Technology Channel Partner Program'. On the left, a sidebar menu includes 'Channel Partner Support Documentation', 'Channel Partner Home', 'Order Registrations', 'Opportunities', and 'Logout'. The main content area is titled 'Channel Partners - Order Registrations for incentive program' and states 'You have 0 Order Registrations in the database. These are your current order registrations'. Below this, there is a 'New Order Registration' section with a table for data entry:

Reg Date	STI number	Sales Rep	End User	PO number	Order Value	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="button" value="Create"/>

Below the form, there is a 'Past Order Registrations' section with a table header and a message: 'There are no entries in the database'.

Reg Date	STI number	Sales Rep	End User	PO number	Order Value	Edit	Delete
There are no entries in the database							

Additional links for 'How to Order' and 'Contact a Representative' are visible at the bottom of the page.

**Step 6:** Once the quarterly deadline of 21 days after the end of the calendar quarter has passed, STI will calculate the Incentive earned by each Reseller Sales Representative. Awards are based on total registered sales (less tax and shipping) for the calendar quarter. Email notification will be sent once the gift card amount has been determined. Sales less than \$2,500 in one quarter will roll over to the next quarter.

**Step 7:** STI will mail gift cards to the address specified by the Reseller Sales Representative.