

Channel Partner Representative Incentive Program 2011

Requirements

- > Channel Partner must be a registered partner in the Power Rewards program
- > All sales orders must originate from a registered opportunity
- > All sales orders must be registered on the STI website

Program Overview

Server Technology provides a sales incentive targeted directly at the referral partner sales representative. On a quarterly basis, sales representatives will be eligible to win AMEX[®] gift cards based on the amount of their registered sales orders.

Benefit:

- > Gift cards are awarded to the referring sales representative (not his or her company)
- > Gift cards are easily won, accumulated and awarded every quarter (subject to change)
- > AMEX[®] gift cards can be used anywhere
- > No expiration date on the gift cards
- > Sales less than \$2,500 in one quarter roll over to the next quarter (sales will roll over one quarter only)

Award Schedule

Award	Quarterly Sales Total
\$25 gift card	\$2,500 - \$5,000
\$50 gift card	\$5,001 - \$7,500
\$75 gift card	\$7,501 - \$10,000
\$100 gift card	\$10,001 - \$25,000
\$250 gift card	\$25,001 - \$50,000
\$500 gift card	\$50,001 - \$100,000 +

Award Process:

- 1) Registered opportunities converted to a sales order must be entered on the STI website.
- 2) All registered sales orders are reviewed on a quarterly basis for awards.
- 3) Awards are based on total sales (less tax and shipping) for the quarter.
- 4) Email notification of an award will go out when the AMEX gift card is sent in the mail.
- 5) Sales less than \$2,500 in one quarter roll over to the next quarter (sales will roll over one quarter only).
- 6) All registered sales qualifying for this program must be entered on the STI website within 21 days after the last day of the quarter.

Summary:

Participation is simple and easy with the AMEX[®] rewards gift cards going directly to the referral partner sales representative. These gift cards ensure that the reseller is being rewarded for their hard work and efforts.

For more on Server Technology products please contact a Server Technology sales representative or your regional sales manager. For more on the Channel Partner Incentive Program please contact Jeremy Swanner.

Jeremy.Swanner@servertech.com
<http://www.servertech.com/cp/>

HEADQUARTERS - NORTH AMERICA
1.775.284.2000 Tel
1.775.284.2065 Fax
sales@servertech.com
www.servertech.com

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

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