

**Program ends on 30<sup>th</sup> September 2017 or till stocks last.**

For any queries / lead submission, please reach out to your respective Redington Account Managers or drop a note to [surface@redington.co.in](mailto:surface@redington.co.in).

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**Program Mechanism**

No. of Units Qualified in Leads	Payout Value	Program payout explained through an example*
1-10	Rs. 200 per unit	Leads given 25 units. Closed lead 8 units. Payout will be on 8 closed units. Rs 200 x 8 units = Rs 1,600
11-25	Rs. 300 per unit	Leads given 50 units. Closed lead 25 units. Payout will be on 25 closed units. Rs 300 x 25 units = Rs 7,500
25+ (no cap)	Rs. 500 per unit	Leads given 400 units. Closed lead 250 units. Payout will be on 250 closed units. Rs 500 x 250 units = Rs 125,000

*\*the above is just an illustration for understanding purposes.*

- This program is open to **all the partners of Redington and their employees (even though the partner may not be a Microsoft Surface partner)** for the Program Period: **16<sup>th</sup> August 2017 till 30<sup>th</sup> September 2017 or till Stocks last.**
- The customer could be considering purchase of any PC / Notebook / Tablet currently. You may register each and every opportunity for the same along with quantity.
- No minimum quantity or no maximum quantity required.
- **Process:**
  - Partner creates a user id and submits the lead in the portal – [leadwithsurface.com](http://leadwithsurface.com), and the portal generates a unique Lead Id. While submitting the leads, Partner can confirm if they would like Redington Surface team to work with them as a transacting partner in this opportunity.
  - Redington Surface team shall validate the genuineness and uniqueness of the lead and accordingly approve or reject the submitted lead. Leads will be considered on first come first served basis. If someone else registers the leads, then any leads submitted thereafter will be rejected.
  - For all the approved leads, Redington Surface Team shall work on the opportunity and close.
    - In case Partner confirms while submitting the lead that they DO NOT want to transact in this opportunity, RIL Surface team shall NOT disclose your details to the customer. In such a case, Redington Surface team will engage appropriate Surface partners in the mentioned opportunity. Partner shall STILL EARN THE LEADer INCENTIVE!!.
    - If Partner opts to transact for the opportunity while submitting the lead, Redington Surface shall approach the partner to help them understand the advantages of becoming a Surface Partner and take it forward accordingly. Partner can decide to become a Surface Partner, then can earn handsome transaction margins and also earn the LEADer incentive once the opportunity is closed on Surface.
    - If Partner is an existing partner for Microsoft Surface, they will be eligible to earn the LEADer Incentive over and above their regular incentives/margins

- Partner shall become eligible for incentive pay-out once the registered lead is converted to a sale. Details of the opportunity and its status will be shared for the leads registered giving total transparency about your leads and potential incentives.
- The accrual of incentives will be visible only to the person registering the leads. The accrual of the incentive will be updated once the lead is converted to a sale.
- No minimum quantity or no maximum quantity required. Please register each and every customer opportunity separately and do not combine opportunities.
- If there are more than one opportunity within a single customer organisation, please register them as separate opportunities.
- You can continue to register new opportunities all through the program period and continue to enhance your earnings through LEADer Incentive Program
- This is open for both opportunities invoiced in INR from Redington India Limited or in USD billing through Redington Distribution Pte Limited
- Any leads that are below INR 60,000 (inclusive of GST) or below US\$1000 in the case of US dollar billing will be rejected.
- Quantity shared in the leads shall be accumulated during the program period and the total pay-out eligible shall be announced by 15<sup>th</sup> October 2017.
- **Pay out will be made only for the leads that are closed on Surface products and invoiced through Redington India Limited or Redington Distribution Pte Ltd during the program period.**
- Pay out shall be made in the form of Gift Cards / Cash Cards.
- Any applicable taxes shall be deducted from the pay outs.
- Any reversals arising from the sales against leads shared shall result in disqualification of the lead to the extent of quantities reversed.
- **Program Period: 16<sup>th</sup> August 2017 till 30<sup>th</sup> September 2017.**
- The partner shall be responsible to ensure all leads are closed and billed out by Redington before the close of the program period and any such unbilled leads after the close of program period will not be eligible for the LEADer Incentive pay out
- Employees of Microsoft Surface business unit & Surface Sales team are not eligible to participate.
- Redington India Ltd reserves the right to discontinue or extend the program.
- Redington's decision shall be deemed as final & binding in case of any dispute.