

APC by Schneider Electric Channel Incentive Program

We are pleased to make available to you the APC by Schneider Electric Amplify Reseller Incentive Program (“Channel Incentive Program”) from 1 October 2015 to 31 March 2016 (both dates inclusive; “Channel Incentive Program Period”).

Overview of Channel Incentive Program

The primary goal of the Channel Incentive Program is to reward APC by Schneider Electric Sales Professionals (“Individual Partner Representatives”) of eligible Channel Resellers (“Partners”) for helping to drive our mutual revenue growth and training objectives. Individual Partner Representatives may be entitled to the Incentive (defined below) upon attainment of the goals and objectives (stipulated below).

Channel Incentive Overview

Qualifying Products

Only validated orders from the APC by Schneider Electric range covering all products and services will be eligible for rewards. You can transact your order through your preferred APC by Schneider Electric Authorised Distributor.

Criteria

- Only new product purchases made during the Channel Incentive Program Period by commercial, government or education customers will be eligible.
- Individual Partner Representatives must claim their sales online at <http://www.apcamplify.com.au> by selecting their End User transaction details (each, an “Entry”). Entries will be accepted and points awarded to the Individual’s reward account. Only selected Entries will qualify for the Incentives.
- Approved incentives will be distributed to the Individual Partner Representative at the end of each calendar month until the end of the Channel Incentive Program Period.
- APC by Schneider Electric reserves the right to decline the further involvement of Individual Partner Representatives at any time and for any reason whatsoever

Channel Incentive Program Requirements

To be eligible to participate in the Channel Incentive Program; you must be a Select or above level partner under the APC by Schneider Electric Partner Channel Program, be an employee of the partner at the time of submitting their Entry to be eligible and have completed the individual Sales Professional (Business Networks) certification.

Goals and Incentives

The following outlines how APC Amplify members can earn points. Points will be awarded to the Individual’s reward account and will accumulate in total upon completion of these activities until 31 March 2016.

1. Registration

Earn 250 points for joining APC Amplify before 31 March 2016

2. Training

Earn 10 points per Social Media Post (Maximum 100 points per week)

Earn 200 points for completing an APC Webinar Assessment

Earn 300 points for attendance at an APC Webinar

Earn 300 points for attendance at an APC Networking Event

Earn 500 points for completing the APC Business Networks Sales Training

3. Sales

Earn 200 points for every approved opportunity

Earn 1 point for every \$10 of sales claimed from <http://www.apcamplify.com.au> based on Distributor Reported Sale Value

Point Threshold	Reward	Total Rewards (accumulated)
Earn 1,500 Points and receive	\$50.00	\$50.00
Earn 5,000 Points and receive	\$100.00	\$150.00
Earn 10,000 Points and receive	\$150.00	\$300.00
Earn 15,000 Points and receive	\$200.00	\$500.00
Earn 30,000 Points and receive	\$500.00	\$1,000.00

An individual can earn a maximum reward value of \$1,000 by earning at least 30,000 Points per quarter. For the purpose of calculating VISA card rewards, only activities completed or sales transacted in that quarter will be eligible to earn Points for that quarter up to the maximum reward value. Once an individual surpasses a Point Threshold they will be notified and a Prepaid VISA card distributed at the end of that calendar month. Earning a Prepaid VISA card will not deduct Points from the Individual's reward account. Total Points earned during the Channel Incentive Program Period will be used to judge the winner for the major prize after 31 March 2016.

Major Prize

Approved Entries will be eligible to earn Points against the Major Prize as outlined below. The top Individual Partner Representatives with the most Points at the end of the Channel Incentive Program Period will be eligible to win the following Major Prize

- Return economy flight from your nearest capital city to visit an APC Manufacturing plant including all taxes
- Return Airport and Hotel transfers
- 4 nights' accommodation
- All meals
- Tour of APC's Manufacturing plant
- Travel Insurance

Individual Partner Representatives who qualify for the major prize will be contacted directly. Winners will be required to travel on the set travel dates booked. APC by Schneider Electric reserves the right to change travel inclusions subject to availability.

Incentive Terms

- Incentives will be given in the order of the points being processed in the form of single load prepaid VISA gift cards, as determined by APC by Schneider Electric, capped at the value amounts and subject to availability across all Individual Partner Representatives above. Only 1 incentive will be issued per PO per customer or approved activity.
- APC by Schneider Electric reserves the right to terminate or amend the Channel Incentive Program at any time without prior notice.
- This Channel Incentive Program cannot be combined with any other promotional offers.
- All revenue-based goals and objectives are in Australian Dollars.

General

Any FBT liability is the responsibility of the Individual Partner Representative and their employer. Consequently, it is solely the Individual Partner Representative's responsibility to report and pay all applicable taxes or duties that may be required under any appropriate laws related to the Incentive(s) he/she receives. The Individual Partner Representative may consult his/her own tax advisor with any question or concern about the taxes that apply to him/her in relation to this Channel Incentive Program.

APC by Schneider Electric reserves the right to interpret the terms and conditions of the Channel Incentive Program and will be the sole judge in any dispute. These terms and conditions may be changed or varied at any time without notice.

Winners of the Major Prize will be notified within 15 working days following the end of the Channel Incentive Program Period. Participating in this Channel Incentive Program will be deemed acceptance of these Program Terms.

To find out more about this Channel Incentive Program, please contact your APC by Schneider Electric Authorised Distributor or contact APC by Schneider Electric Amplify Rewards directly at support@apcamplify.com.au.

Prepaid VISA cards

Individual's who agree to receive Prepaid VISA cards will agree and are deemed to be subject to the applicable Terms and Conditions relating to the branded reloadable VISA card at the time. As at 1 January 2016, the applicable Terms and Conditions will be the Terms and Conditions of Heritage Bank (VISA's issuer in Australia). The following is expressly acknowledged by the recipient(s) :-

The Card will be issued in accordance with the Product Disclosure Statement from Heritage Bank Limited and will be delivered to the Participant's personal address as registered within the Account once the Participant has been accepted into the Program. Card is valid through the date on the front of the Card. The use of the Card is subject to the terms in the Product Disclosure Statement issued by Heritage Bank Limited. It is important for the Participants to read the Product Disclosure Statement, a copy of which is available at the Website before using the Card.



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Participants will be personally liable for any and all costs, taxes, charges, claims or liabilities of whatever nature arising from the provision or availability of any Rewards whether these are provided by APC or APC's nominee or supplier. If you are an Australian taxpayer, Rewards may be subject to personal income or other tax assessment and you will be solely liable for these. You are advised to make independent checks with your accountant or tax adviser for further information.

It is the responsibility of each Participant to keep track of any and all transactions made with his/her Card.

Participants must report any unauthorised Reward claims relating to their Account within 30 days of the occurrence. Corrective action cannot be taken after that time.

Other

The terms and conditions of the elect or above level partner under the APC by Schneider Electric Partner Channel Program also apply to this Channel Incentive Program.