

— Dell EMC —
MyRewards

Dell EMC MyRewards NA Services Incentives

May 5 – August 3, 2018



...THE *Dream* IS HERE

Get Rewarded for Selling Dell EMC Services

The way forward starts here.

You already know that selling Dell EMC Services improves the customer experience and helps your company's profitability. Now adding Dell EMC Services to your orders is worth ample and valuable points in the new MyRewards program. Designed to be **Simple. Predictable. Profitable™** – the Dell EMC MyRewards Services promotion will provide points for selling ProSupport, ProSupport Plus, ProDeploy and ProDeploy Plus.

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Up to
87
points

Client Services Revenue: Every \$350

ISG Services Revenue: Every \$2,600

NA

Client Services Revenue

Level 1: 29 points

Level 2: 58 points

Level 3 + Top Achiever: 87 points

ISG Services Revenue

Level 1: 29 points

Level 2: 58 points

Level 3 + Top Achiever: 87 points

NA

MyRewards Services Incentives

Q2FY19	DELL EMC SERVICES PROMOTION							
Details	Sell ProSupport, ProSupport Plus, ProDeploy and ProDeploy Plus and get points. Pay outs by LOB and geo:							
	Client Services Revenue	Level 1	Level 2	Level 3 + Top Achiever	ISG Services Revenue	Level 1	Level 2	Level 3 + Top Achiever
	Every \$350	29	58	87	Every \$2,600	29	58	87
Product Details	<p><u>Client Services</u>: All Client ProSupport*, ProSupport Plus**, ProDeploy and ProDeploy Plus sales.</p> <p><u>ISG Services</u>: ProSupport* and ProSupport Plus** sales for server and networking products. All Enterprise ProDeploy and ProDeploy Plus sales.</p> <p>*ProSupport includes: ProSupport, ProSupport Flex, ProSupport Mission Critical, ProSupport One.</p> <p>**ProSupport Plus includes: ProSupport Plus and ProSupport Plus Mission Critical.</p>							
Role Eligibility	Sales Rep from Titanium, Platinum and Gold Partners only.							



Promotion Rules and Exclusions

- Incentives valid between May 5, 2018 - Aug 3, 2018 or until funds expire, whichever comes first.
- Promotion is eligible to all Sales reps from Titanium, Platinum, and Gold Partners enrolled in the MyRewards program. Promotion not available for Authorized, Distribution, OEM, Alliance or Federal partners.
- For non-attached Services sold, the revenue is split between Client and ISG based on a percentage varying by region and country. The SPIF allocation for non-attached Services sold as part of MyRewards will follow the same Client and ISG split.
- Ineligible services include:
 - Dell: Attached Base Warranty Uplift and Extension, Attached Basic Hardware Support, Client Peripherals and Displays (CP&D), ProSupport for Software, Specialized On-Site Services
 - EMC: Disk Retention, IAAS, Partner L3 Support, ProSupport, ProSupport Plus, ProSupport/ProSupport Plus with Mission Critical, Renewals, SAAS, Specialized On-Site Services (DSE, CE Advocate, SAM, TAM), Warranty Uplift and Extensions
- One qualifying order can only be claimed once. In the event of multiple reps sharing the same account and/or order, pay outs will be split between reps per agreement by reps or partner admin.
- MyRewards Reward Gallery fees on prepaid debit cards, merchandise and travel are reflected in the item price when members redeem points.
- To earn points, sales must be claimed via the MyRewards website using the Express Claiming module within 30 days of the sales date. MyRewards Points distribution may be at the sole discretion of the partner company in certain countries. Please refer to Program Rules for details at the [Partner Portal](#) or by logging into [MyRewards](#).



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About MyRewards

MyRewards brings to life the Dell EMC promise of keeping the Partner Program **Simple. Predictable. Profitable.**™ MyRewards is a global, points-based rewards program open to sales makers at Dell EMC Solution Providers. MyRewards makes it easier than ever for sales reps, systems engineers and leaders to complete activities all throughout the sales lifecycle, unlocking benefits along the way. Enrolled members define their journey as they rise from Level 1 to a Top Achiever. Points can be redeemed on incredible rewards and experiences.

Questions?

View the **MyRewards FAQs** and **Getting Started Guide** on the [Dell EMC Partner Portal](#) or by logging on to the [MyRewards site](#).

