

AVAR

AVAR INCENTIVE PROGRAM

Partner Incentive Structure, Q1 - Q4 2021 (On Target Achievement)

Eligibility! Target Category in Lakhs (INR)

	% of Incentive	3L+	7.5L+	10L+
AVAR Incentive Structure				
Achieve 90 - 110%	1.0%	Eligible	Eligible	Eligible
Achieve 111 - 125%	1.1%	No	Eligible	Eligible
Achieve 126 - 150%	1.5%	No	No	Eligible
On-Time Sell Out Report Submission (<i>Refer T&C's point no. 5</i>)	₹ 1,000			

Terms & Conditions:

- For Incentives: All purchases have to be made through authorised NBP/RBP/PVAR+ only. The Partners who have submitted the annual business plan for 2021 at the start of this year and have officially signed the assigned target for 2021 are eligible.
****(Until the AVAR signs the incentive program, they are not eligible to receive any benefits of this scheme)****
- Incentives will be paid quarterly as per the above tabular structure and upon signed quarterly target achievement only. Incentive pay out is subject to receiving sell-out reports from NBP/ RBP/ PVAR+ only.
- This program covers the entire range of POSIFLEX and Rugtek branded products except spares, freights and other incidental charges.
- This incentive program cannot be clubbed with any other offers and promotions during Q1 – Q4 2021.
- To claim the 'On-Time Sell-Out Report Submission' incentive, the monthly sell-out report is mandatory to be submitted on or before 10th of every month. Failing to do so, the Partner will not be eligible to claim the 'On-Time Sell-Out Report Submission' incentive of ₹ 1000/month. *(Minimum 50% of Quarterly Target Achievement is a must to be eligible).
- All sell-out reports to be verified and approved through POSIFLEX Partner Portal only. It is mandatory that the partner follows portal guidelines to submit the report.
- Pay-out: Q1 incentives are to be paid out at the end of Q2, Q2 incentives are to be paid out at the end of Q3, Q3 incentives are to be paid out at the end of Q4, Q4 incentives are to be paid out at the end of Q1 2022.
- POSIFLEX India holds the exclusive rights to recall or modify the incentive program at any given time without a prior notice.
- Incentive to be paid can go up-to a maximum limit of 150% of the signed target achievement of any given quarter.
- This incentive program is valid from 1st January 2021 to 31st December 2021 only.

Partner Signature