

BUSINESS PARTNER INCENTIVE PROGRAM

RBP

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

Business Partner Incentive Structure

Achieve 90 110%

Achieve 111 125%

Achieve 126 150%

On-Time Payment *(Refer T&C's point no. 6)*

On Time Sell Out Report Submission

Bonus Incentive (Annually) on '100%' Target Achievement

% of Incentive

1.00%

1.10%

1.50%

0.25%

₹ 5,000

0.25%

Terms & Conditions:

- For Incentives: All purchases have to be made directly through POSIFLEX India 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 RBP signs the incentive program, they are not eligible to receive any benefits of this scheme)
- Incentives and rebate will be paid quarterly as per the above tabular structure and payout will be as agreed.
- 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 above target based incentives and rebate, weekly sell-out & stock reports are mandatory to be submitted.
- To claim the 'On Time Payment' incentive, the Partners are advised to maintain timely payments as per the agreement. The 'On-Time Payment' incentive will be paid-off irrespective of assigned Quarterly target achievement. If the CDC has been availed, the same can not be claimed for the on-time payment incentive.
- To claim the 'On-Time Sell-Out Report Submission' incentive, weekly sell-out reports along with stock reports are mandatory to be submitted every Saturday. Failing to do so, the Partner will be ineligible to claim the 'On-Time Sell-Out Report Submission' incentive of ₹ 5000/month. *(Minimum 50% of Quarterly Target Achievement is a must to be eligible). To claim atleast 50% of on time sellout report incentive, a minimum of 2 weeks of on time report is required.
- All sell-out reports are 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

For any queries please contact your respective account/sales manager or kindly reach out to us at:

Dhanya: - dhanya@posiflexindia.com

Phone - 9880042715 | marketing@posiflexindia.com

Happy Selling! POSIFLEX INDIA