

## 2023-Aug-Dealer Scheme-GMCS Sellout

Visibility Linked Payout :

Payout on GMCS Upload and PARAMETERS\*\*

S. No.	Payout Product Group	Visiblility check	Payout
1	Smart Phones, Tablets and Galaxy Gear	SEZ	1 %
2	Smart Phones, Tablets and Galaxy Gear	Blue Wave	0.50 %

\*This payout is not applicable on Watch 4, Watch 5, Watch 5 pro, Buds 2, Buds 2 pro, S21FE-5G(E), M and F Series.

### Scheme Payout Criteria & Other details:

1. Qualification for the scheme will be subject to Dealer adhering to the Credit Policy. This scheme is not applicable to Kashmir (I A Multi Ventures territory) & Chandigarh
2. Sell out value achievement to be calculated on basis of verified GMCS sell-out.
3. Achievement will be calculated DP including GST as per respective days DP & Value achievement to be calculated on DP including GST as of 15th of the respective month.
4. Scheme would be paid on DEALER PRICE (DP) NET of Support i.e. DP Less Focus Model Support / Sellout Support/ Special Support (Sellout Support)/ Sellout Enablement / In Bill Support scheme LESS GST as on 15th of the respective month.
5. In case of change of Retailer Type (E.g. DCM/Star to RCM or any other) IMEI already claimed in earlier month will not be eligible for any payout.
6. Payout parameters 1\*\* & 2 ^^
- 7.

STATUS for Payout				
Parameter	**Additional Payout PARAMETER 1	Expected from Outlet/Dealer	Individual Outlet	Chain Outlet (>= 2 Outlets)
1	GSB	GSB / Signage as per Blue Wave Norms	YES	YES  GSB count coverage criteria in the Chain  1) Payout is 1.00% when Signage >=50% ; 2) Payout is 0.50% when Signage <50%
2	SEZ	SEZ Availability	YES	YES  On all SEZ tagged outlets
3	SEZ Hygiene	Only Samsung Brand on SEZ and No competition branding above or on the fixture	YES	YES

8. NO PAYOUT will be made if ANY of the Above Parameters is reported as "NO" for respective criteria:-

9.

STATUS for Payout				
Parameter	^^Additional Payout PARAMETER 2	Expected from Outlet/Dealer	Individual Outlet	Chain Outlet (>= 2 Outlets)
1	GSB/ACP & Outdoor Product signage as per Blue Wave Norms  &  Outlet Coverage	<input type="checkbox"/> Minimum 5' Height of <i>SAMSUNG BRANDING</i>  <input type="checkbox"/> <i>BLUE WAVE</i> must be Front Lit with Lighting on Top  <input type="checkbox"/> Outlet must have BLUE Cladding  <input type="checkbox"/> NO Hard Branding element (Including dual side board) should be placed below BLUE WAVE- Outside the shop	YES	<b>Blue Wave count:</b> count of Outlets of the Account that are audited as "Yes" for blue wave & tagged as BW  &  <b>SEZ Count:</b> Count of outlets of the account that are audited as "Yes" for SEZ & tagged as SEZ  If Blue Wave count is >= 50% of the total outlets of the account & SEZ count is >=50% of the total outlets of the

		<input type="checkbox"/> No Obstruction in front of Samsung <b>BLUE WAVE</b> branding	<p>account – Whole account will qualify for <b>full</b> Blue wave payout</p> <p>If Blue Wave count is <math>\geq 25\%</math> &amp; <math>&lt; 50\%</math> of the total outlets of the account &amp; SEZ count is <math>\geq 25\%</math> of the total outlets of the account – Whole account will qualify for <b>Half</b> Blue wave payout</p> <p>If Blue Wave count is <math>\geq 50\%</math> of the total outlets of the account &amp; SEZ count is <math>\geq 25\%</math> &amp; <math>&lt; 50\%</math> of the total outlets of the account – Whole account will qualify for <b>Half</b> Blue wave payout</p>
--	--	---	--

10. Any new mobile phone, Tab, Gear model launched during the month to be considered for respective target achv. & Payout as applicable unless communicated Otherwise.
11. Any misutilization of scheme can lead to the cancellation of the scheme. Participation in the scheme is purely voluntary.
12. Scheme Reduction/Deduction in case of misuse of DOA/DOP policy: In case any retailer is found to have issued any invoices with an incorrect date to any customer in order to misuse the DOA/DOP policy benefit, the company shall be entitled to reduce the scheme payout by up to 1%/deduct the scheme payout for the month by up to 1% & the company shall also be entitled to deduct/debit any consequential loss arising out to the company without any notice in this regard. This is however in addition & without prejudice to the legal action, which may be advised under the facts and circumstances.
13. All schemes benefits, being made available are applicable only for Products sold for use within India ('**Condition**'). This Condition has to be adhered strictly. In case of any wrongful or erroneous availment of scheme benefits not adhering to the Condition, Company reserves the right to recover/ deny scheme benefits on such identified Products. Decision of the Company in this regard shall be final and binding.
14. No schemes payout is applicable on Demo units.
15. The scheme payout will be settled through GST service invoice from direct billing partners VIZ SPDs/MDDs/Retailers as the case may be. Samsung will release payment as per GST invoice of direct billing partner and as per terms of Scheme parameter.
16. TDS as applicable
17. Samsung reserves all rights to modify, alter or amend the terms of this communication.

*We thank you for your continuous support. If you have any suggestions or concerns, do post your query in <Happy Partner> section of SPP and we will be happy to assist you*