

## 2023-Aug-Dealer Scheme-GMCS Sellout

S. No.	Payout Product Group	Slab	Payout
1	Galaxy Fit-E/ Fit-2	>=1	Rs 250 /- Per Unit
2	Buds Family(Excluding Buds 2 family/Buds 2 pro)	>=1 and <3	Rs 600 /- Per Unit
		>=3 and <5	Rs 750 /- Per Unit
		>=5 and above	Rs 900 /- Per Unit
3	Watch 3 family	>=1 and <3	Rs 1500 /- Per Unit
		>=3 and <5	Rs 2000 /- Per Unit
		>=5 and above	Rs 2500 /- Per Unit

*Note: Payout 1 will not be applicable on Watch 4 family, Watch 5, Watch 5 pro, Buds 2 family and Buds 2 pro.*

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PAYOUT 2: Payout as per the VOLUME SLAB (GMCS Sellout) achieved by the dealer

S. No.	Payout Product Group	Slab	Payout
1	Buds 2 & Buds 2 Pro family	>=1 and <3	Rs 1200 /- Per Unit
		>=3 and <5	Rs 1600 /- Per Unit
		>=5 and above	Rs 2100 /- Per Unit
2	Watch 4, Watch 5 & Watch 5 pro family	>=1 and <3	Rs 2000 /- Per Unit
		>=3 and <5	Rs 2500 /- Per Unit
		>=5 and above	Rs 3000 /- Per Unit

*Note :*

1. Buds 2 and Buds 2 Pro family sellouts to be merged to calculate achievements
2. Watch 4 and Watch 5 & Watch 5 pro family sellouts to be merged to calculate achievements

### Scheme Payout Criteria & Other details:

1. Purchase from your valid Samsung channel partner only is eligible for the payout.
2. The Scheme is applicable to all RCM MBO Dealers of All India (Excluding TOT Dealers and Dealers of Kashmir-IA Multi ventures territory)
3. Qualification for the scheme will be subject to Dealer adhering to the Credit Policy.
4. Sell out value achievement to be calculated on basis of verified GMCS sell-out.
5. IMEI Activated, EMI done and IMEI uploaded on GMCS, before Scheme Period will not be considered for Payout Purpose.
6. Scheme 8/7 : 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.
7. Scheme 8/7 : Value target & achievement to be calculated on DP including GST as of 15th of the respective month.
8. Samsung reserves all rights to modify, alter or amend the terms of this communication.
9. Any new Gear model launched during the month to be considered for target achv. & Payout as applicable unless communicated Otherwise.
10. For all target linked payouts, while every endeavor would be made to make enough material available of the products, non – availability of material will not be considered as a reason for any non- achievement & no claims thereof shall be entertained.
11. Misutilization of scheme can lead to cancellation of payout, participation in scheme is 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. Price protection/Model scheme amount will be recovered in case of DOA. The amount paid on IMEI which is DOA will be recovered.
16. TDS as applicable.
17. The Scheme payout being post sale discount will be settled through commercial credit note as conditions of Section 15(3)(b) of the CGST Act, 2017 are not satisfied.

*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*