

New T2 Channel Incentive programme – Instruction Deck

Incentive View on PartnerDirect Portal:

Process for:

- **Accepting quarterly program**
- **Viewing progress**
- **Accepting final results at end of a quarter**

How to Participate in T2 Incentive Program

- Once the program is released by Dell, T2 Partners will receive an email invitation for that quarters T2 incentive program.
- The T2 Partner must click on link to the PartnerDirect Portal and login in using existing user name and password

Dear

Dell Incentive Program - Your Action Required to Participate

The goal of the Dell Incentive Program is to provide you as a Dell Partner, with an incentive to purchase Dell products and to reward and recognize you for selling Dell branded products.

Incentive Program Details

Dell has now set up the **NAME OF PROGRAM** program that is applicable to your company. Full details of this program (including information on the actual incentives and how the program works) can be found on Dell PartnerDirect Website.

How to Participate

To ensure your companies participation in the incentive scheme you will need to accept the program (including the associated terms and conditions). Please ~~go to the Incentives section of the~~ Dell PartnerDirect website at:

<http://www.dell.com/partnerdirect>, select your program and click to accept or reject

Kind regards

Dell PartnerDirect Team

Incentives on PartnerDirect Portal

- Once logged on to PartnerDirect Portal, the T2 partner must click on the 'Incentives' link on the PartnerDirect Portal home page
- This will open up the Incentives Program home page – see next slide

The screenshot shows the Dell PartnerDirect Portal home page. At the top, there is a navigation bar with 'PartnerDirect', 'Support', and 'Community' links, along with a search box. Below this, the page is divided into several sections:

- Left Navigation Menu:**
 - > Partner Programme Information
 - Emerging Markets Commercial Channel
 - One Dell Distribution – Consumer
 - > Emerging Markets Commercial Channel Information
 - Partner Tools
 - Solutions
 - Systems
 - Services
 - Dell News Center
 - > One Dell Distribution – Consumer Information
 - 1DD – Consumer Partner Tools
 - 1DD – Consumer Partner Support Services
 - 1DD – Consumer Systems
 - 1DD – Consumer Solutions
 - 1DD – Consumer Dell Services
 - Documentation
- Central Banner:**
 - Recognizing Partner Excellence**
 - Dell runs a full range of Certified Partner Programmes tailored to the requirements and needs of partners in each region.
 - Welcome to your new Partner Portal**
 - At Dell, we put our partners at the centre of everything we do. We have listened to your feedback across the globe to redesign and improve the partner portal. Take the Tour and discover your new portal. Built around you, the new portal has a host of original features, navigation and applications. Simply click below and you'll be taken straight to the tour where you'll be shown exactly what your new portal can do.
 - [Take the Tour](#)
 - If you wish to learn more about the PartnerDirect Programm for the Commercial business, click on [Emerging Countries Commercial Channel Information](#).
 - If you wish to learn more about the PartnerDirect Programm for the Consumer business, click on [Global Distribution Channels Information](#).
- Right Sidebar:**
 - Recognizing P Excellence** (with image of a woman) - [Select >](#)
 - Visit Campaign** (with image of a globe) - [Select >](#)
 - Partner Traini Accreditation** (with image of a person) - [Select >](#)
 - Welcome, Sanjoy Yahoo**
 - Personal Information**
 - Company: Test EN-EC Company 2
 - Email: jysanjoy@yahoo.co.in
 - [> Edit My Profile](#)
 - [> Update Org](#)
 - [> Add New Account Contact](#)
 - Business Tools** (circled in red)
 - [> Opportunities](#)
 - [> Incentives](#)
 - [Sign Out](#)

Participating in the Incentive Program

- On the Incentive Page the partner will be presented with the Incentive Program(s) that they have been invited to participate in – It will show under status as 'new' – *example below 'Test EMEA Program 1 00000027'*
- To view the program details, terms & conditions and to accept the Incentive program, the T2 partner must click on the program name
- This will open the page relevant to the Incentive Program – see next slide

Home > Partner Portal > Approved Partners > Incentives

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Incentives 

> My Profile
> Add New Account Contact
> Deal Registration
> Incentives
> My Company
> Campaign Builder

Programs

View: All

Program Name	Participation Start Date	Participation End Date	Status	Progress Details
Test e-mail fix 00000023	14/11/2009	31/12/2009	Accepted	Progress Details
Test e-mail fix 00000025	14/11/2009	31/12/2009	Accepted	Progress Details
Test EMEA Program1 00000027	1/6/2009	1/12/2009	New	
Test EMEA Program2 00000027	1/6/2009	1/12/2009	New	

Participating in the Incentive Program

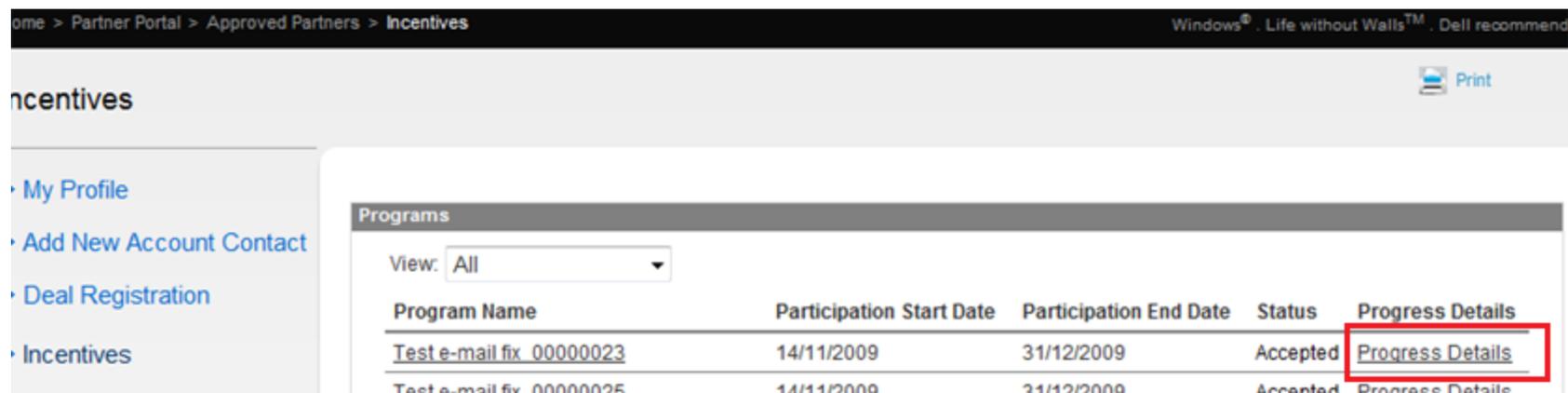
- On the Program Incentive Page the partner, can view the 'Program Details and Term and Conditions' before accepting the program
- To accept the program and the related Terms and Conditions the partner must click on the 'Accept' button
- To participate in the program, the T2 Partner must accept the program at the beginning of the quarter, on receipt of the email

Program Test EMEA_Program1_00000027

Accept Reject Back To Rebate Page	
Program Name	P1
Partner	SAT T1 Reseller 01
Status	Accepted
Participation Start Date	7/13/2009
Participation End Date	6/30/2011
Program Start Date	7/1/2009
Program End Date	7/1/2011
Quota Quantity	
Quota Amount	
Date Accepted	
Accepted By	
Reject Reason	
System Message	
Program Details and Terms and Conditions	html pdf
Progress Details	html pdf csv
History	View
Accept Reject Back To Rebate Page	

Monitoring Progress during the quarter

- To monitor progress on an incentive program that a partner has accepted, the partner can simply click on (1) the accepted program and (2) go to 'Progress Details'
- These will be updated on a weekly basis (or when Distributor Sales Out Data is received)



The screenshot shows the Dell Partner Portal interface. The breadcrumb navigation at the top reads: Home > Partner Portal > Approved Partners > Incentives. The page title is 'Incentives' and there is a 'Print' button. A left-hand navigation menu includes: My Profile, Add New Account Contact, Deal Registration, and Incentives. The main content area is titled 'Programs' and features a 'View: All' dropdown menu. Below this is a table with the following data:

Program Name	Participation Start Date	Participation End Date	Status	Progress Details
Test e-mail fix 00000023	14/11/2009	31/12/2009	Accepted	Progress Details
Test e-mail fix 00000025	14/11/2009	31/12/2009	Accepted	Progress Details

Approving Incentive Amount at end of Quarter

- All participating T2 Partner will receive an email notification when the results are published.

Dear

Dell Incentive Program – Your Action is required to review and accept your program's payout results

The results for the **PROGRAM Name** program have now been published.

To review the full details, go to the Incentives section of the Dell PartnerDirect Website, and review the payment: 000000000000

The payment of this reward will not be processed until you have accepted the proposed credit/payment.

Kind regards

The Dell PartnerDirect Team

Approving Incentive Amount at end of Quarter

- The T2 Partner must log into the portal and accept the Incentive calculations for that quarter before Dell will process payments
- Once the Incentive has been accepted qualifying T2 Partners will then receive a credit / payment directly from the Distributors from whom they have purchased the qualifying product

incentives Print

My Profile
Add New Account Contact
Deal Registration
Incentives
My Company
Campaign Builder
Documentation

Programs

View: All

Program Name	Participation Start Date	Participation End Date	Status	Progress Details
Test e-mail fix_00000023	14/11/2009	31/12/2009	Accepted	Progress Details

Payments

View: All

Program Name	Package ID	Amount	Start Date	End Date	Status
Sanjoy_EuroCtrct_USDPgm_00000045	0000022-001	300,00	1/1/2009	31/3/2009	New

Payment 0000022-001, Program Sanjoy_EuroCtrct_USDPgm_00000045

[Accept](#) [Dispute](#) [Back To Rebate Page](#)

Package ID	0000022-001
Program Name	Sanjoy_EuroCtrct_USDPgm_00000045
Status	New
Currency	USD
Amount	300,00
Start Date	1/1/2009
End Date	31/3/2009
Program Start Date	1/1/2009
Program End Date	31/12/2009
Date Accepted	
Accepted By	
Dispute Reason	
System Message	
Payment Details	Payment Details
History	View

[Accept](#) [Dispute](#) [Back To Rebate Page](#)

Approving Incentive Amount at end of Quarter

- Full details and a breakdown of the Incentive calculated for that quarter can be viewed by clicking on 'Payment Details'

Payment 0000022-001, Program Sanjoy_EuroCtrct_USDPgm_00000045

Accept Dispute Back To Rebate Page

Package ID	0000022-001
Program Name	Sanjoy_EuroCtrct_USDPgm_00000045
Status	New
Currency	USD
Amount	300,00
Start Date	1/1/2009
End Date	31/3/2009
Program Start Date	1/1/2009
Program End Date	31/12/2009
Date Accepted	
Accepted By	
Dispute Reason	
System Message	
Payment Details	Payment Details
History	View

Accept Dispute Back To Rebate Page



Payment By Reseller

Distributor ID:	2485765433	Payment Start Date:	01/01/2009
Payment Package ID Num:	000022-001	Payment End Date:	03/31/2009
Program Name:	Sanjoy_EuroCtrct_USDPgm		

Transaction Date	Product	Quantity	Payment ID	Reseller ID	Reseller Name	Benefit Amount
02/21/2009	LATITUDE	300	000041-0001-01	2485765433	Test EN-EC Company 2	\$300.00
					Test EN-EC Company 2	
Total						\$300.00