

# Viasat January 2024 Sales Spiff for Viasat Master Agents/ TSBs/ TSDs

Viasat is excited to announce a new opportunity to earn spiff dollars on certain sales described below.

See below for details:

**1. Incentive Period:** The incentive runs from January 1, 2024 through February 29th, 2024 (the "Incentive Period").

**2. Eligible Participants:** The incentive is only open to master agents, technology solutions brokerages (TSBs) and technology solutions distributor (TSDs) that have a direct agreement with Viasat.

**3. Incentive Details:**

- You will receive the following incentives:

**A) Business Tier 1 Incentives:**

- A one-time incentive payment ("Business Tier 1 Incentive") to the extent that your Activations of a Business Tier 1 Plan in the Incentive Period exceed the Activation Minimums as indicated in the chart below:

New Account Size	Incentive Payment per Account
Less than 20 locations	\$150
20 locations or more	\$300

- A "Business Tier 1 Plan" means any Viasat business plan excluding Business Backup, Business CAF, and all Metered Plans.
- All Orders of Business Tier 1 Plans are eligible for a Business Tier 1 Incentive during the Incentive Period even if an Activation of such sale has not taken place during the Incentive Period. However, if an Order is not activated or otherwise canceled, such Order will not be eligible for a Business Tier 1 Incentive.

**B) Business Tier 2 Incentives:**

- A one-time incentive of 75.00 USD payable for each new Activation of a Business Tier 2 Plan ("Business Tier 2 Incentive" and together with Business Tier 1 Incentives, "Incentives").
- "Business Tier 2 Plans" means any of the following (which for clarity, excludes the Business Tier 1 Plans):
  - Business Backup Choice 50 Mbps / 50 GB
  - Business Backup Choice 35 Mbps / 50 GB
  - Business Voice Only Connection (sold as standalone product)

- **All Orders of Business Tier 2 Plans are eligible for a Business Tier 2 Incentive during the Incentive Period even if an Activation of such sale has not taken place during the Incentive Period. However, if an Order is not activated or otherwise canceled, such Order will not be eligible for a Business Tier 2 Incentive.**

**5. Payment Timelines:** Incentives will be calculated within sixty (60) days of the last Activation of a Business Tier 1 Plan or Business Tier 2 Plan (as applicable) during the Incentive Period (the "Calculation Date"). Payment will be distributed to you within two weeks after the Calculation Date.

**6. Good Standing Requirement:** You must be in good standing for the entire Incentive Period and on the Calculation Date to qualify for payment. "Good Standing" is defined as not being suspended or terminated from your Viasat relationship.

**7. Other:** In circumstance where Viasat has the right to charge back the Commission under the terms set forth in the applicable Rate Sheet, Viasat shall also have the right to charge back the corresponding Incentive Payment. Except as otherwise set forth herein, all terms of the agreement between you and Viasat shall remain unaltered and in full force and effect.

Thanks in advance for your participation in this spiff. As always, we value your partnership!