

Mitel[®]
PERFORMANCE
RACE

Channel Partner Incentive

UKI

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UK Channel Partner Incentive Q3/4

The RACE is back.....

Objectives:

- Raise awareness of Mitel.
- Improve pipeline visibility for Q3&Q4
- Incentivize channel partners to increase the number of closed, won Mitel opportunities.
- Incentivize and encourage earlier registration of deals.

About:

- Incentive aimed at Channel Partner Sales.
- Open to all accredited partners who register to take part.
- Registered sales reps have the chance to win 10 prizes based on achieving the most points during the qualifying period.
- There are an additional 3 bonus prizes of £500 for top performer in Sep/Oct/Nov.

Points Categories:

- Registering to participate in the incentive – 5 pts
- Registering a deal - 5 pts
- Closing the deal and generating Mitel revenue before the end of the incentive – 100 pts

Qualifying Period:

- 1st Aug - 6th Dec at 17:00



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Rewards:

- Prizes paid in Love2Shop Vouchers;
- 1st = £3000
- 2nd = £2000
- 3rd = £1000
- 4th = £750
- 5th - 10th = £250



Communication & Tracking:

- Mitel Marketing
 - Registration Page - <https://events.mitel.com/mitelperformanceraceincentive>
 - Regular partner emails to keep up momentum
- Mitel Sales Support
 - Weekly report on deal registration and opps (Mitel and hUnify)
- CAMs / DAMS / Distis
 - Promote to partners to encourage registration.
 - Promote 121 on performance / league table results (names will not be externally communicated)
 - CAMS / DAMS must confirm back to Sales Support if the opp has been invoiced.

Rules

- **Qualifying deals & Opportunities-**

- New deal registrations must be over £5000 in value to Mitel to qualify for points.
- Qualifying deal registrations (note above) earn additional points when closed, won and must be shipped, invoiced before or on the 6th Dec.
- The qualifying opportunity must have been registered with a minimum 4-week gap between deal registration and order.
- Orders must contain Mitel / Unify base call control or major application (SWA, SSP, upgrades and expansions excluded).
- Qualifying opportunities include;
 - OpenScope Business
 - MiVoice Business
 - MX One
 - OpenScope 4000 and OpenScope Voice
 - OpenScope Contact Center
 - MiCC and MiCC Enterprise
 - Noetica, Talkative, Calabrio and MIR
 - Minimum 36 month subscription contract with a TCV >£10K
- The partner salesperson must notify their CAM or DAM once the order has been placed on Mitel.
- Full T&C's here <https://events.mitel.com/mitelperformanceraceincentive>

