

30~50KTL-M3 Gold/Sliver/KA SO Incentive Program

- **Incentive period:** 2024.10.15 - 2025.03.30
- **Incentive products:** SUN2000-30/36/40/50KTL-M3
- **Incentive objects:** Golden+, Golden, Silver tier-2 partners, and Tier-1 Partners (only for whitelisted KA)
- **Incentive scheme:**
 1. **For Golden+/Golden/Silver Partners:** For each SUN2000-30/36/40/50KTL-M3 sold by Golden+/Golden/Silver tier-2 partners to the installers, the corresponding amount of Channel Quota(CQ) will be issued to the tier-2 partners through Tier-1 partners.
 2. **For Tier-1 Partners:** For each SUN2000-30/36/40/50KTL-M3 sold by tier-1 partners to whitelisted KA, the corresponding amount of Channel Quota(CQ) will be issued to the Tier-1 partners.
- **Acceptance conditions:**
 1. **Sales report:** including the product model, delivery date, quantity, and serial number (Will provide template)
 2. **Activity proofs:** including but not limited to screenshots of activities on the official website, activity leaflets/posters, and social media posts within the promotion period.
 3. **SO evidence:** invoices or delivery note.
- **Incentive settlement:**
 1. **For Golden+/Golden/Silver Partners:** Corresponding amount of CQ will be issued to Tier-2 partner through Tier-1 Partners.
 2. **For Tier-1 Partners:** Corresponding amount of CQ will be issued to tier-1 partner by Huawei.
 3. **The scope of products that can be redeemed for CQ is not limited.**
- **Settlement period:** Every 1-3 month(Depends on the settlement ability of each rep)
- **Incentive amount:** **500 Euros per SUN2000-36/40/50KTL-M3;**
300 Euros per SUN2000-30KTL-M3;