



VAD TERMS

VAD Rebate: Wing Express Access Point Giveaway Program

NORTH AMERICA

With the new WiNG Express access point, small to mid-sized businesses finally have the high performance, enterprise-class wireless networking they need to better compete, boost operational efficiency and deliver best-in-class customer service. The WiNG Express Access Point Giveaway Program empowers distributors to assist Zebra Technologies in driving awareness and adoption of WiNG Express in both the end-user and reseller communities. As part of this program, VADs are reimbursed for each AP6521-E access point given to qualifying resellers or customers at no cost.



PROGRAM OVERVIEW

REBATE PERIOD	June 1, 2015 – August 31, 2015
ELIGIBILITY	All PartnerEmpower Value-Added Distributors in North America (“Distributor(s)”)
REBATE	<p>Distributors shall receive a rebate (“Rebate”) for the full price they are invoiced by Zebra Technologies on every AP6521-E access point and related power option (PWRS-14376-01R) given away for free as part of the WiNG Express Access Point Giveaway Program (“Giveaway”).</p> <p>The Giveaway is only valid after the initial 20 units previously provided to VADs under Phase 1 of this program have been fully utilized.</p> <p>Other than the power option PWRS-14376-01R, the Rebate does not apply to accessories or services associated with the AP6521-E.</p>
REBATE PROCESS	<p>The Giveaway is only available through Distributors. Free access points may be made available to:</p> <ul style="list-style-type: none"> • Resellers, including new or existing PartnerEmpower resellers, or Open Resellers (“Reseller Company(ies)”). Distributors shall identify Reseller Company candidates who can qualify based upon the criteria below. • Customers / prospects (“End-user Company(ies)”). Resellers shall identify End-user Company candidates who can qualify based upon the criteria below, and request a free unit from the Distributor. <p>To receive the Rebate for the free unit, Distributors must provide the name of the Reseller Company or End-user Company that received the free access point, along with the appropriate promotion code, on Sales Out reports.</p> <ul style="list-style-type: none"> • Promotion Code for Reseller Company units: NAEXPRESSVAR • Promotion Code for End-User Company units: NAEXPPRESENDUSER <p>Distributors will receive a monthly reimbursement within 45 days of the end of each calendar month after reporting.</p>
RESELLER QUALIFICATION BY DISTRIBUTOR	<p>Distributors are responsible for qualifying Reseller Companies, using the following Reseller Participation Criteria, prior to providing free access points.</p> <p>Reseller Participation Criteria</p> <ul style="list-style-type: none"> • Reseller Company must be a valid North America business focused on WLAN, offering access points, routers, Ethernet switches and services to be eligible for the Giveaway.

	<ul style="list-style-type: none"> • Reseller Company must have an installed customer base of wireless infrastructure and services generating a minimum of \$50K revenue per year. • The free access points will be delivered by the Distributor to a Reseller Company Representative having a valid corporate email address. Reseller Representatives using a personal email address (i.e., Gmail or Yahoo) are disqualified from the Giveaway. Reseller Company must have customers or prospects for which WiNG Express is a viable solution. Opportunity pipeline should be quantified or presented to the Distributor. • Reseller Company does not need to be a PartnerEmpower member. • PartnerEmpower Distributors and Application Partners do not qualify for the Giveaway. • Limit one (1) free access point per Reseller Company. • No purchase necessary
END-USER QUALIFICATION BY RESELLER	<p>Resellers Companies are responsible for qualifying End-users Companies prior to providing a free access point using the following criteria. Distributors should work with Reseller Companies to ensure full understanding of the criteria and qualification process.</p> <p>End-User Participation Criteria</p> <ul style="list-style-type: none"> • End-user Company must be a valid North American business with more than 50 employees at a single site to be eligible for the Giveaway. • End-user Company must have a Wireless LAN project planned in the next six (6) months with five (5) or more access points with implementation planned in the U.S. or Canada. • The free access points will be delivered by the Reseller Company to an IT professional at the End-user Company having a valid corporate email address. IT professionals using a personal email (i.e., Gmail or Yahoo) are disqualified from the Giveaway. • If End-user Company cannot accept a free access point due to restrictions, (e.g. Erate), a trial access point, which can be returned following evaluation of the solution, will be provided. • PartnerEmpower Distributors and Application Partners do not qualify for the Giveaway. • Limit one (1) free access point per End-user Company. • No purchase necessary.

DISTRIBUTOR TERMS

Rebate Period: Sept. 1, 2014 – August 31, 2015

1. The Rebate offered by Zebra Technologies under the Giveaway applies only to AP6521-E access points and the associated power option PWRS-14376-01R provided to Reseller Companies or End-user Companies in accordance with the Giveaway.
2. Distributors must qualify a Reseller Company based upon the criteria above before providing the free access point to Reseller Companies. Distributors must ensure that all necessary end-user information is provided before their Resellers provide a free access point to an End-user Company.
3. The Rebate shall be provided for access points shipped by Distributors as part of the Giveaway to Resellers, for their eligible End-user Companies, no later than 30 days after the conclusion of the Rebate Period.
4. Product supply during the Rebate Period is subject to availability.
5. The Rebate does not apply to accessories or services associated with the AP6521-E, other than the power option PWRS-14376-01R.
6. Distributors must provide the following promotion code on Sales Out for each particular transaction:
 - **Promotion Code for Reseller units:** NAEXPRESSVAR
 - **Promotion Code for End-User units:** NAEXPPRESSENDUSER
7. Sales Out reports must be submitted in accordance with Sales Out Compliance Guidelines and include Reseller Company or End-user Company names, country, and zip code information.
8. Zebra Technologies and its agents have the right to audit, validate or verify any purchases/sales claimed and serial numbers submitted.
9. Zebra Technologies reserves the right to modify, withdraw or cancel the Rebate (in whole or in part) at any time and/or in any geography for any reason or for no reason, without prior notice.

10. Any requests that do not comply with the terms of the Rebate will be rejected. The Rebate is subject to all local laws and regulations.
11. Based on the Distributor Sales Out report validated by Zebra Technologies, if a Distributor or Reseller Company violates the conditions of the Rebate, Zebra or the Distributor (as the case may be) have the right to bill back the difference. Additionally, Zebra may terminate Reseller Company from the PartnerEmpower Program, if applicable.

FOR MORE INFORMATION

Discount information for distributors and channel partners on [Partner Central](#)

Questions on reporting requirements: Contact Mary Jo Piumbroeck at maryjopiumbroeck@zebra.com

Questions on specific rebate claims: Contact Christina Laing at christina.laing@zebra.com

Questions regarding rebate criteria: Contact your Channel Account Manager

END USER QUALIFYING CRITERIA FOR ZEBRA TECHNOLOGIES AP GIVE-AWAY:

- End-user Company must be a valid North American business with more than 50 employees at a single site to be eligible for the Giveaway.
- End-user Company must have a Wireless LAN project planned in the next six (6) months with five (5) or more access points with implementation planned in the US or Canada.
- The access point Giveaway will be delivered by the Reseller to an IT professional at the End-user Company with a valid corporate email address. (i.e., personal emails such as Gmail and yahoo are disqualified from this offer)
- If End-user Company cannot accept a free access point due to restrictions, (e.g. ERATE), a trial access point, which can be returned following evaluation of the solution, will be provided.
- Eligibility, by meeting the qualification criteria, will be confirmed by a Zebra Representative before shipments by the Reseller is authorized.
- Zebra PartnerEmpower™ Distributors and Application Partners do not qualify for the Giveaway.
- Limit one (1) free access point per End-user Company.
- No purchase necessary.

LIABILITY AND PUBLICITY RELEASE

Zebra Technologies reserves the right to modify the Giveaway at any time, and to refuse any claim that does not meet these guidelines, is a duplicate, or is fraudulent. Giveaway recipient will be solely responsible for paying all applicable federal, state and local taxes on the fair market value of the Giveaway and for all shipping and insurance costs thereof. A U.S. Tax form 1099 will be issued to A recipient. The recipient Social Security number (or tax ID number) or equivalent in the recipient's local jurisdiction may be needed for tax purposes only and will be kept confidential. In the event you are a recipient, where permitted by law, you grant Zebra Technologies (and agree to confirm that grant in writing), and those acting pursuant to the authority of Zebra Technologies, an irrevocable right to print, publish, broadcast and use, worldwide in any media now known or hereafter developed, including but not limited to the world wide web, at any time or times, your name, portrait, picture, voice, likeness and biographical information for advertising and promotional purposes without additional consideration or review. No substitutions, cash equivalents or transfers of Giveaway permitted except at the sole discretion of Zebra Technologies, who reserves the right to substitute a giveaway of equal or greater value in the event the offered Giveaway is unavailable for any reason. Recipient IS responsible for payment of all taxes on the Giveaway and for any other expenses associated therewith which are not specifically described herein.

If any statement made by a recipient is false, then in addition to any other remedies that may be asserted against such recipient, Zebra Technologies will be entitled to all costs, including reasonable attorneys' fees, associated with re-awarding the Giveaway and to the full present retail value of the Giveaway if any such false statements are discovered after the Giveaway has been used, or is otherwise not capable of being awarded to another recipient.

In consideration for receiving the Giveaway the recipient will release Zebra Technologies from any warranty, representation or guarantee, express or implied, in fact or in law, relative to the Giveaway or any portion thereof, including but not limited to its quality, mechanical condition, merchantability or fitness for a particular purpose.