

## **WAV's Service Provider/End User Rebate Program, Q4, 2008**

### **What is the Rebate Program?**

The Service Provider/End User rebate program for all Motorola purchases through WAV's Fixed VAR Channel.

### **How does the rebate structure work?**

After registering on the WAV website, Service Providers/End Users will receive a 2% rebate (MSRP) for all Motorola purchases placed through WAV's Fixed VAR channel.

### **I'm new to Motorola and don't have a Fixed VAR?**

Fill out the application on WAV's website, and place an N/A within the field that asks "What Fixed VAR Partner Do You Purchase your MOTOWi4 Solutions From?" WAV will assign you a Fixed VAR to work with.

### **My Fixed VAR might not be a WAV Fixed VAR. Am I still eligible for the rebate?**

Along with your rebate code, WAV will email the contact information of a WAV Fixed VAR you can work with that will make you eligible for the rebate program.

### **What Motorola products are eligible?**

All products.

### **What's the length of the program?**

Qualifying orders placed by Friday, November 14<sup>th</sup>, 2008 for shipment no later than Friday, November 21<sup>st</sup>, 2008 will be eligible for the program.

### **Do I need a rebate code?**

Yes, upon completion of the online application, WAV will email you a rebate code within 24 hours. That code is to be used on ALL Motorola purchase orders through your Fixed VAR.

### **What's required on my purchase order to trigger the rebate?**

All purchase orders must be placed through your Fixed VAR and include your rebate code.

### **How is the rebate paid?**

30 days after the official end of the program, Service Providers/End Users will receive a check via US Mail.

### **What are the exceptions?**

Projects with special pricing (such as government bids) are exempt from the Service Provider/End User rebate program.