

WAV's Solution Provider/End User Rebate Program, Q4, 2007
(REVISED as of 11/19/07, revisions shown in RED)

What is the Rebate Program?

The Solution 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, Solution 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 MOTOw4 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 November 30th, 2007 for shipment no later than December 7th, 2007 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, Solution 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 Solution Provider/End User rebate program.