FY24 SALES INCENTIVE FOR VOCUS SALES STAFF

Pulse Data Centre (Pulse DC) recognises the value of the Vocus partnership and the potential benefits of their connections in the Telco and ICT industries.

Pulse DC has generously offered a customer referral scheme for the entire Vocus sales team.

This scheme recognises and rewards new customer deals to Pulse DC by way of a financial bonus.

HOW IT WORKS

- Register a customer opportunity in the Pulse DC Vocus sales portal here: https://pulsedc.com.au/vocas-referral/ and in Vocus Pulse (SalesForce).
- Once received, the Pulse DC team will reach out to you to discuss the opportunity and lend any assistance you may need to close the deal.
- Once the opportunity is closed, the applicable bonus will be paid to you through the Vocus payroll system on the pay date following the new customer's first invoice.
- The sales incentive is based on the below structure:

Racks Secured	Bonus Payable
1 - 2 Racks	$1,000
3 - 10 Racks	$5,000
10+ Racks	To be assessed

TERMS/CONDITIONS AND ELIGIBILITY

The following conditions must be met for the referral to be eligible for the customer referral bonus.

- The sales incentive is valid for deals registered between the 25th August 2023 and 30th June 2024.
- The new customer must sign up for a minimum of twelve months.
- The new customer must sign up within six months of the referral.
- The new customer must not have already had contact with Pulse DC, or be part of a deal already being negotiated.
- Only one bonus will be paid per customer. If a customer is referred by more than one Vocus employee, only the first referral will be deemed eligible.
- The person registering the deal must be an active employee of Vocus.
- Registrations cannot be submitted retrospectively, i.e. after discussions have already commenced with the potential customer.
- The registration must be made through the Pulse DC Vocus Sales Portal.
- Eligibility of the relevant bonus will be confirmed to the registered Vocus employee following the finalisation of the customer's deal.

JOIN THE PROGRAM

For all enquiries, please contact the Pulse DC team via partner@pulsedc.com.au, complete the online registration form available at https://pulsedc.com.au/vocas-referral/ or call John Henderson on 0439 212 555 to discuss further.