



Motorola Bonus Bucks Program 2009 Program Guidelines | May – July 2009

Introduction

As we continue to build momentum for the Motorola wireless broadband portfolio, we continue to provide incentives to our channel partners as a reward for your support and continued perseverance. We're pleased to offer another Bonus Bucks rewards program for our channel partners and sales representatives.

Program Overview

The Motorola Bonus Bucks Program rewards you with "bonus bucks" that accumulate over the program period for all sales out of eligible Motorola equipment or services. This phase of the program promotion runs May 1, 2009 through July 31, 2009. Participants will be rewarded for reported sales of eligible PTP products¹.

Program Benefits

Participants that have already registered in earlier PTP Bonus Bucks programs may continue to use the existing American Express MAXCard™. Any new registrants will receive a new American Express MAXCard™² during the program period. Based on your location, the card may be accepted at more than 200 popular specialty retail, travel and entertainment establishments³. For Canadian participants, the eligible outlets may differ.

Channel Partner Eligibility Requirements

1. Eligibility is limited to sales representatives currently employed by contracted Fixed and Mobile Wireless Broadband Channel Partners (distributors and channel partners) doing business in the North America region.
 - a. To apply to become a Motorola Wireless Broadband Channel Partner please visit, www.motorola.com/channelpartners.
2. Eligible products include Motorola PTP¹ products listed in the Eligible Products list in the appendix of this document.
3. Sales must be made during the program period, to customers in the contiguous United States and/or Canada. Both orders and sales must be made during the program period to be eligible.
4. The program is effective May 1, 2009, through July 31, 2009. All sales must be reported by July 31, 2009 to be eligible. The reporting site will be closed as of midnight July 31, 2009.
5. Sales representatives who are registered for participation in the Program are required to provide sales reporting data (reporting online) for all sales of eligible products during the Program time period.
 - a. Sales data will be validated by the sales representatives' sales manager and will be verified by Motorola through Point of Sale reporting information received.
 - b. To determine the amount received for the Motorola Bonus Bucks Program, please refer to the Eligible Products table¹ below.
6. All participants in the United States will be responsible for 1099 filing and taxes as a result of this program. You will need to provide personal information when you register and be willing to abide by the rules and regulations of this program.

Additional Program Resources

Motorola's Bonus Bucks Program offers you an incentive to attract new customers, grow sales, and build your business.

Registration and Reporting Sites

To register for the program, visit:

<https://secure.responseprocessing.com/00383/bonusbucks/application.asp>. Please print your registration for your records. You will need your reference number to report sales and view your rewards dollars.

Please note:

1. *If you have registered for the program in 2008, you do not need to register again.*
2. *There may be tax implications associated with this program. You will be required to provide your social security number on this secure web site. This information is required to participate and will be used solely for tax reporting purposes. You will receive a 1099 form for tax filing purposes, if local laws dictate.*
3. *If you would prefer to provide your personal information to someone via phone rather than online OR if you would like to register your company as the cardholder, please call program headquarters at 1-866-515-5825.*

To report eligible sales, visit: <http://products.adtrack.com/00383/bonusbucks/salesrewards>

To view your pending, approved, rewarded Bonus Bucks, visit:

<http://motorola.myonlinerebate.com/broadband/login.php> and log in with your Bonus Bucks reference number you received at registration.

Product, Warranty and Services Information

The Channel Partner Portal and Motorola.com are great resources for product information. Please consult with your Channel Account Manager if you have questions or need training on the portfolio.

1 Eligible Motorola products and the qualifying bonus bucks rewards are as follows:

Part Number	Frequency	Description	Bonus Bucks
WB2782AA	2.5 GHz	PTP 25600 5MHZ INTEGRATED LINK	\$160
WB2784AA	2.5 GHz	PTP 25600 5MHZ INTEGRATED END	\$88
WB2783AA	2.5 GHz	PTP 25600 5MHZ CONNECTORIZED LINK	\$160
WB2785AA	2.5 GHz	PTP 25600 5MHZ CONNECTORIZED END	\$88
WB3225AA	4.9 GHz	PTP 49600 (5MHz) Integrated - Link Complete	\$140
WB3229AA	4.9 GHz	PTP 49600 (5MHz) Integrated - End Complete	\$77
WB3226AA	4.9 GHz	PTP 49600 (5MHz) Connectorized - Link Complete	\$140
WB3230AA	4.9 GHz	PTP 49600 (5MHz) Connectorized - End Complete	\$77
WB2874BB	5.4 GHz	PTP 54500 Full Integrated - Link Complete	\$130
WB2878BB	5.4 GHz	PTP 54500 Full Integrated - End Complete	\$71
WB2875BB	5.4 GHz	PTP 54500 Full Connectorized - Link Complete	\$130
WB2879BB	5.4 GHz	PTP 54500 Full Connectorized - End Complete	\$71
WB2876BB	5.4 GHz	PTP 54500 Lite Integrated - Link Complete	\$90
WB2880BB	5.4 GHz	PTP 54500 Lite Integrated - End Complete	\$55
WB2877BB	5.4 GHz	PTP 54500 Lite Connectorized - Link Complete	\$90
WB2881BB	5.4 GHz	PTP 54500 Lite Connectorized - End Complete	\$55
BP5530BH15-1DD	5.4 GHz	PTP 54600 LITE INTEGRATED - END	\$88
BP5530BH15-2DD	5.4 GHz	PTP 54600 LITE INTEGRATED - LINK	\$160
BP5530BHC15-2DD	5.4 GHz	PTP 54600 LITE CONNECT - LINK	\$160
BP5530BHC15-1DD	5.4 GHz	PTP 54600 LITE CONNECT - END	\$88
BP5530BH-2DD	5.4 GHz	PTP 54600 FULL INTEGRATED - LINK	\$200
BP5530BH-1DD	5.4 GHz	PTP 54600 FULL INTEGRATED - END	\$110
BP5530BHC-2DD	5.4 GHz	PTP 54600 FULL CONNECT - LINK	\$200
BP5530BHC-1DD	5.4 GHz	PTP 54600 FULL CONNECT- END	\$110
WB2857AA	5.8 GHz	PTP 58500 Full Integrated - Link Complete	\$130
WB2861AA	5.8 GHz	PTP 58500 Full Integrated - End Complete	\$71
WB2858AA	5.8 GHz	PTP 58500 Full Connectorized - Link Complete	\$130
WB2862AA	5.8 GHz	PTP 58500 Full Connectorized - End Complete	\$71
WB2859AA	5.8 GHz	PTP 58500 Lite Integrated - Link Complete	\$90
WB2863AA	5.8 GHz	PTP 58500 Lite Integrated - End Complete	\$49
WB2860AA	5.8 GHz	PTP 58500 Lite Connectorized - Link Complete	\$90
WB2864AA	5.8 GHz	PTP 58500 Lite Connectorized - End Complete	\$49
BP5830BH-2CC	5.7 GHz	PTP 58600 Full Integrated - Link Complete	\$200
BP5830BH-1CC	5.7 GHz	PTP 58600 Full Integrated - End Complete	\$110
BP5830BHC-2CC	5.7 GHz	PTP 58600 Full Connectorized - Link Complete	\$200
BP5830BHC-1CC	5.7 GHz	PTP 58600 Full Connectorized - End Complete	\$110
BP5830BH15-2CC	5.7 GHz	PTP 58600 Lite Integrated - Link Complete	\$160
BP5830BH15-1CC	5.7 GHz	PTP 58600 Lite Integrated - End Complete	\$88
BP5830BHC15-2CC	5.7 GHz	PTP 58600 Lite Connectorized - Link Complete	\$160
BP5830BHC15-1CC	5.7 GHz	PTP 58600 Lite Connectorized - End Complete	\$88

2 MAX Card by American Express is non-transferable, personalized, and re-loadable for future programs rewards card with funds from this program expiring in 24-months.

3 MAX Card merchants may be viewed online at the program website

Official Terms and Conditions

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6. All participants in the United States will be responsible for 1099 filing and taxes as a result of this program. You will need to provide personal information when you register and be willing to abide by the rules and regulations of this program.
7. Only U.S. and Canadian Motorola Authorized wireless broadband distributors and channel partners are eligible for this program.
8. Standard Delivery and Payment terms apply. No extended delivery dates allowed under this promotion.
9. All sales transactions are subject to validation. Motorola reserves the right to audit and disqualify any sales it deems invalid.
10. Motorola is not responsible for late, lost, misdirected, incomplete, or illegible orders or reports, and shall not be responsible for any shipping or invoice delays.
11. In addition to any other remedy Motorola may have, invalid or fraudulent reporting of sales transactions, as determined by Motorola in its sole discretion, may jeopardize your participation in Motorola's marketing programs and may be grounds for termination of your contract.
12. Motorola has the right to alter, amend or cancel this promotion in whole or in part at any time without notice.
13. If required by law, Motorola or its agents shall require payment of taxes to be remitted to the appropriate taxing authorities.