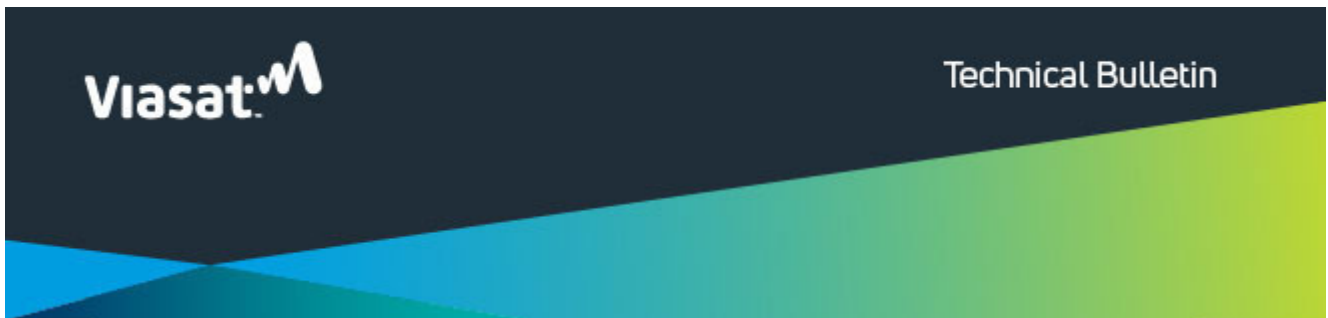


# Tech Bulletin: Viasat 360 Contest – Current standings part 2



## Viasat 360 Solutions: Nationwide Tech Competition – Current standings part 2

Hello,

Here is your bi-weekly update! The results below are based on data from 12/9/2020 through 12/21/2020.

*As a reminder, this nationwide competition runs **from December 1, 2020 to January 31, 2021.***

G. 1	Tech	Attach Rate (%)	G. 2	Tech	Attach Rate (%)	G. 3	Tech	Attach Rate (%)
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1	A.JUDON	216.67%		1	D.Humphreys	57.89%		1	R.Daniels	100.00%
2	J.Bowling	200.00%		2	J.Belcher	50.00%		2	B.Waller	100.00%
3	J.Lupoli	91.67%		3	M.Melusen	43.75%		3	D.Dillon	69.81%
4	R.Kelley	90.91%		4	J.Moore	42.11%		4	T.JohnsonII	50.00%
5	E.Zamarripa	80.00%		5	V.Montena	41.38%		5	M.Rudd	50.00%
6	S.Faircloth	72.73%		6	P.Archer	40.00%		6	C.Rice	45.83%
7	K.Sluder	72.73%		7	P.Free	39.29%		7	J.Bello	40.00%
8	c.mollette	70.37%		8	T.Edwards	38.89%		8	P.Morris	38.46%
9	D.Dillon	69.81%		9	L.Rudd	33.33%		9	S.Green	33.33%
10	H.WEBB	68.57%		10	M.Shaver	33.33%		10	K.Cline	32.35%

Bi-weekly results will be sent out on Fridays.

**Also, make sure to opt-in to the TextLine by texting "Viasat" to 833-948-2449.**

**Rules of contest:**

We have assigned every technician into one of three groups by measuring their individual attach rates over the last three months.

- Attach rate is defined as total sales divided by total opportunities (residential installations, service calls and upgrades.) This contest allows you to add:
  - EasyCare
  - Voice
  - Viasat Shield Premium
  - Surge protectors
  - Screen cleaner kits

- Ethernet cables

**ALL SOLUTIONS WILL BE TREATED EQUALLY WHEN MEASURING ATTACH RATE FOR THIS CONTEST.**

Whether you are a consistent top performer or have not yet mastered V360, you get a chance to compete against your peer group to demonstrate exactly what you can do!

**Prizes:**

We are excited to give away some gift cards after the holiday season! There will be a 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> place for each group based on the attach rate. *A total of nine technicians will win BIG!*

<p><b>Group 1</b> <i>Techs with a 10% attach rate and above</i></p>	<p><b>Group 2</b> <i>Techs between a 9%-5% attach rate</i></p>	<p><b>Group 3</b> <i>Techs with a 4% attach rate and below</i></p>
<p>1st prize \$1500 GC 2nd prize \$1000 GC 3rd prize \$500 GC</p>	<p>1st prize \$1500 GC 2nd prize \$1000 GC 3rd prize \$500 GC</p>	<p>1st prize \$1000 GC 2nd prize \$600 GC 3rd prize 400 GC</p>

**NOTE:** If there is a tie, the tie breaker will be the tech that has the highest attach rate on SERVICE CALLS.

If you have any questions or concerns, please email us at

Viasat360Support@viasat.com with your tech ID and we will help you out. Good luck!