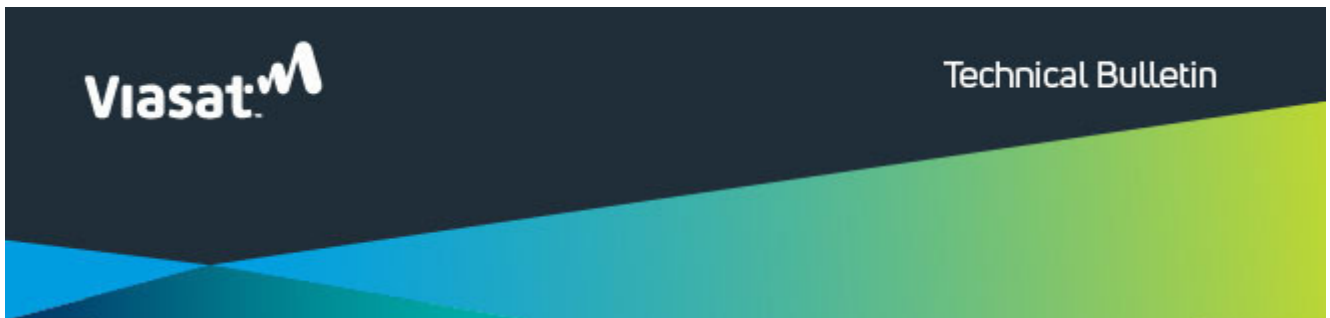


Tech Bulletin: Viasat 360 Contest – Current standings part 3



Viasat 360 Solutions: Nationwide Tech Competition – Current standings part 3

Hello,

Here is your bi-weekly update! The results below are based on data from 12/1/2020 through 01/03/2021.

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 (%)
1	J.Bowling	200.0%		1	P.Free	75.0%		1	B.Waller	133.3%
2	A.JUDON	140.0%		2	J.Belcher	66.7%		2	R.Daniels	100.0%
3	A.James	128.6%		3	M.Melusen	58.3%		3	J.Krog	66.7%
4	J.Lupoli	120.0%		4	J.Moore	50.0%		4	P.Morris	58.8%
5	M.Rudd	100.0%		5	L.Rudd	50.0%		5	J.Bello	55.6%
6	R.Kelley	92.3%		6	V.Montena	50.0%		6	C.Rice	46.7%
7	E.Zamarripa	90.9%		7	J.Davis	50.0%		7	D.Owens	37.5%
8	J.Vargas	85.7%		8	A.Macha	50.0%		8	B.Summers	34.4%
9	S.Faircloth	83.8%		9	T.Edwards	45.5%		9	R.Gunn	33.3%
10	P.McLeod	82.1%		10	P.Archer	40.0%		10	L.Maher	31.7%

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 1st, 2nd, and 3rd place for each group based on the attach rate. *A total of nine technicians will win BIG!*

<p>Group 1 <i>Techs with a 10% attach rate and above</i></p>	<p>Group 2 <i>Techs between a 9%-5% attach rate</i></p>	<p>Group 3 <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!