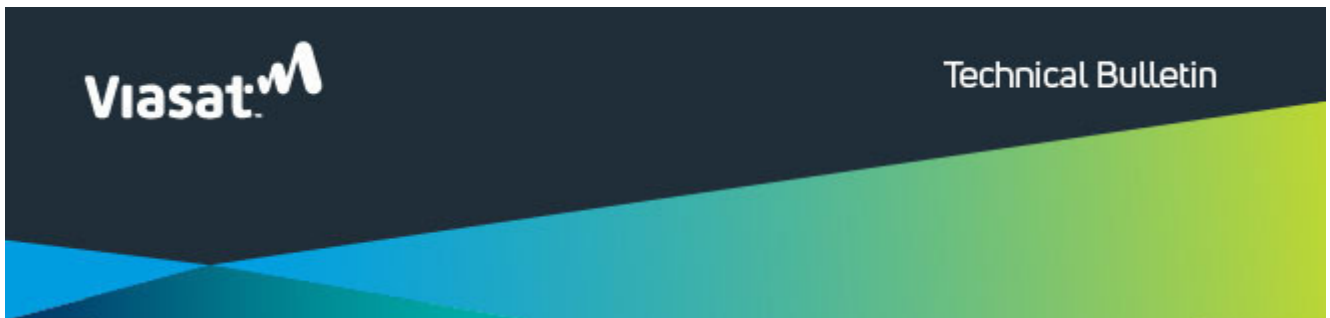


# Tech Bulletin: Viasat 360 Contest – Current standings part 4



## Viasat 360 Solutions: Nationwide Tech Competition – Current standings part 4

Hello,

Here is your bi-weekly update! The results below are based on data from 12/1/2020 through 01/17/2021.

*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	200.0%
2	A.James	128.6%		2	J.Belcher	66.7%		2	R.Daniels	100.0%
3	J.Lupoli	120.0%		3	M.Melusen	63.6%		3	P.Morris	58.8%
4	A.JUDON	114.0%		4	V.Montena	53.3%		4	J.Bello	55.6%
5	R.Kelley	100.0%		5	J.Moore	50.0%		5	C.Rice	46.7%
6	M.Rudd	100.0%		6	L.Rudd	50.0%		6	D.Owens	37.5%
7	E.Zamarripa	90.9%		7	A.Macha	50.0%		7	B.Summers	34.5%
8	J.Vargas	85.7%		8	T.Edwards	45.5%		8	D.Lawrence	33.3%
9	P.McLeod	85.2%		9	P.Archer	40.0%		9	R.Gunn	33.3%
10	S.Faircloth	83.3%		10	R.See	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 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!*

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

**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](mailto:Viasat360Support@viasat.com) with your tech ID and we will help you out. Good luck!