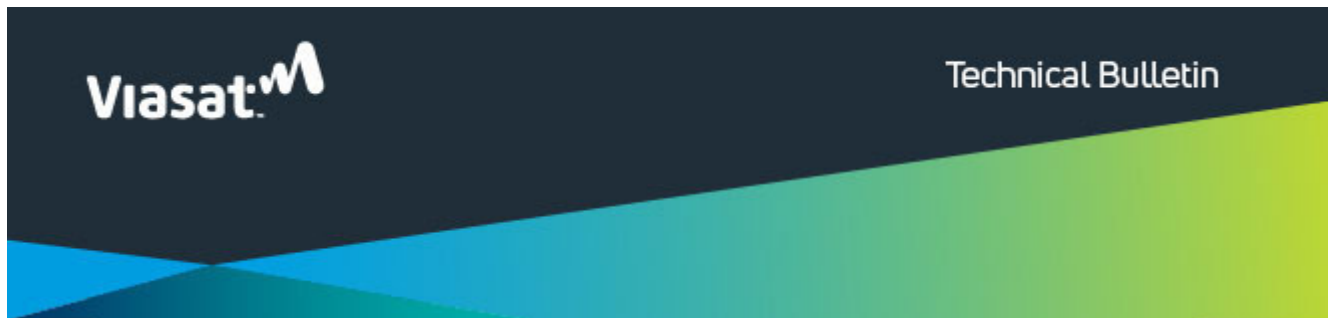


Tech Bulletin: Viasat 360 Contest – Current standings part 1



Viasat 360 Solutions: Nationwide Tech Competition – Current standings part 1

Hello,

Here is your bi-weekly update! The results below are based on data from 12/1/2020 through 12/8/2020.

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

<i>G.</i> <i>1</i>	<i>Tech</i> <i>ID</i>	<i>Attach</i> <i>Rate (%)</i>	<i>G.</i> <i>2</i>	<i>Tech</i> <i>ID</i>	<i>Attach</i> <i>Rate (%)</i>	<i>G.</i> <i>3</i>	<i>Tech</i> <i>ID</i>	<i>Attach</i> <i>Rate (%)</i>
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1	XXXX	200.00%	1	XXXX	72.73%	1	XXXX	100.00%
2	XXXX	133.33%	2	XXXX	61.54%	2	XXXX	66.67%
3	XXXX	100.00%	3	XXXX	58.33%	3	XXXX	60.00%
4	XXXX	100.00%	4	XXXX	57.14%	4	XXXX	53.85%
5	XXXX	100.00%	5	XXXX	54.55%	5	XXXX	42.86%
6	XXXX	100.00%	6	XXXX	50.00%	6	XXXX	40.00%
7	XXXX	95.42%	7	XXXX	50.00%	7	XXXX	34.48%
8	XXXX	91.67%	8	XXXX	50.00%	8	XXXX	33.33%
9	XXXX	87.50%	9	XXXX	50.00%	9	XXXX	30.00%
10	XXXX	85.71%	10	XXXX	45.45%	10	XXXX	25.00%

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!*

Group 1 <i>Techs with a 10% attach rate and above</i>	Group 2 <i>Techs between a 9%-5% attach rate</i>	Group 3 <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 with your tech ID and we will help you out. Good luck!