### Tech Bulletin: Viasat 360 Contest



# Viasat 360 Solutions: Nationwide Tech Competition

Hello,

It is time to get in the game everyone and we have just the motivation you need! We are launching a nationwide competition starting December 1, 2020 ending January 31, 2021!

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

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

Weekly results will be sent out on Fridays.

As a reminder, make sure to opt-in to the TextLine by texting "Viasat" to 833-948-2449.

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!