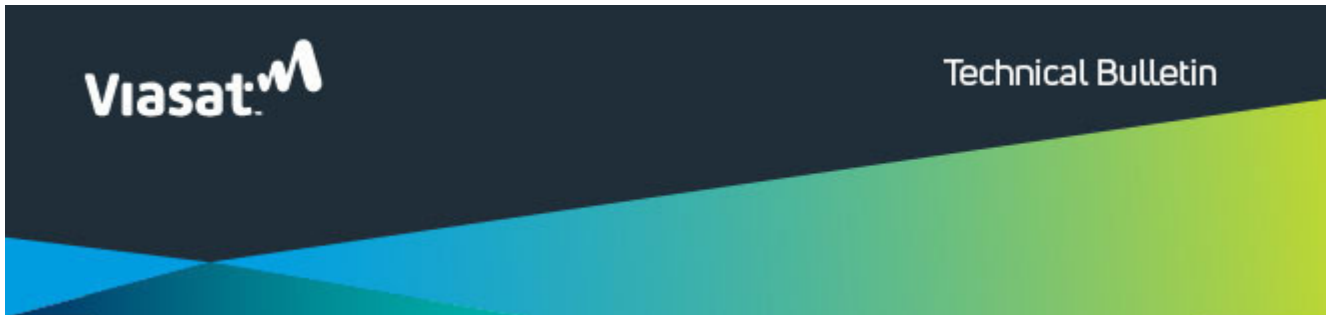


Tech Bulletin: Viasat 360 Contest



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 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.

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!