

Details	Bronze	Silver	Gold	Platinum
<b>Minimum Annual Points Required</b>	475	650	1000	2000
<b>Minimum Annual Revenue Requirement</b>	Upto \$249k	\$251k - \$499k	\$500k - \$999k	Above \$1000k
<b>Opti-Points Earned</b>				
<b>Completion of Onboarding Process</b>	50	50	50	50
<b>Monthly Pipeline Reporting</b>	20	22	24	28
<b>Monthly Pipeline Conversion:</b>				
Upto 30%	15	15	15	15
Upto 50%	30	30	30	30
Upto 75%	60	60	60	60
Upto 100%	100	100	100	100
<b>For every \$5k of Product invoiced</b>	1	1.25	1.5	1.75
<b>For every \$25k of Optimus PS Purchased &amp; Invoiced</b>	20	22	24	28
<b>Annual Credit History:</b>				
No Overdue amount	100	100	100	100
Upto 10% Overdue	50	50	50	50
Upto 20% Overdue	15	15	15	15
21% and more overdue	0	0	0	0

<b>Additional Benefits</b>	<b>Bronze</b>	<b>Silver</b>	<b>Gold</b>	<b>Platinum</b>
<b>On Request Stock Hold: No. of Days</b>	0	1	2	3
<b>Dedicated Account Manager</b>	No	Yes	Yes	Yes
<b>Points Expiry</b>	14 mths	16 mths	18 mths	24 mths
<b>Invitation for Optimus Held Training</b>	Yes	Yes	Yes	Yes
<b>Registration per training</b>	1	2	2	3
<b>Partner Premise Sales/Pre-Sales Training for 5 resources</b>	No	No	Yes	Yes

Details	Max Points Redeemable per Item
<b>Vendor led paid training programs</b>	200
<b>Air travel for attending vendor or Optimus led training programs</b>	60
<b>Purchasing Optimus Professional Services</b>	150
<b>Discounts for standard priced deals of USD 50k &amp; above</b>	150
<b>Advertising campaigns approved by Optimus</b>	150
<b>Optimus Marketing Team Support to conduct Email Campaigns</b>	100
<b>End Customer Events sponsorship by Optimus</b>	200
<b>Annual Rebates:</b>	
	Bronze 250
	Silver 350
	Gold 600
	Platinum 1200