



2014 Certified Integrator YEAR-END Incentive Program

January 2014

Confidential

Qualification for the Year-End Incentive:

- Certified Integrator must be in good standing with Berk-Tek as defined by the Certified OASIS Integrator agreement.
- Certified Integrator has purchased and installed a minimum of \$50,000 of qualifying Berk-Tek products (see pg. 2) during the 2014 calendar year. Each individual location must meet the threshold outlined on page 2 in order to qualify for a rebate.

Program Mechanics:

- Year-end incentives are paid annually to each Certified Integrator by location. These incentives are paid based on accumulated purchase totals of qualifying Berk-Tek cable products.
- Year-end incentives are calculated on a 12-month cycle, from January 1 to December 31 of the same year.

- Certified OASIS Integrator submits all qualified Berk-Tek distributor Point of Sale (POS) reports annually.
- Reports should be loaded to the OASIS Online Web site (www.oasis-on-line.com) by clicking on the link: [OASIS Year End Rebate Submittal](#)
- ***Each Distributor Location report must be saved and uploaded as a separate Excel file.***
- Each Distributor location report **must** contain the following REQUIRED INFORMATION to ensure efficient processing. Submitted files that do not contain the required information will not be processed and will need to be resubmitted. Appendix A provides examples of how each distributor report should appear.

REQUIRED INFORMATION

- | | |
|------------------------|-------------------------|
| • Customer Name | • Customer Address |
| • Distributor Name | • Distributor Location |
| • Invoice or PO Number | • Purchase/Invoice Date |
| • Berk-Tek Part Number | • Product Description |
| • Purchase Price | • Volume/footage |
- **Only original POS reports from an authorized Berk-Tek distributor are accepted.** All documentation **must** be submitted by **March 13, 2015** in order to be eligible for the incentive for the 2014 purchases.
 - The Year-End incentive value is calculated based on the integrator's purchase price from an approved Berk-Tek distributor (excluding sales tax, shipping, etc.).

Program Questions:

All questions related to program mechanics, including those related to online document uploads should be directed to the Channel Programs Specialist: Kelly Urbanik, kelly.urbanik@nexans.com 132 White Oak Road, New Holland, PA 17557, Ph: 717-355-7686



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Year-End Incentive Exclusions:

- Year-end incentives will only be paid on invoices with a date that is within the previous calendar year.
- Certified OASIS Integrator must meet their annual purchase quota of approved Berk-Tek cable products.
- Only qualifying Berk-Tek OASIS products (listed below) are eligible for year-end incentives.
- Multiple locations cannot be combined in order to reach thresholds; each branch must achieve individual quotas.

Fiber Incentive:

In 2014, if the total optical fiber cable purchases qualify for a rebate percentage that is larger than the qualified copper rebate percentage, the larger (fiber) rebate percentage will be applied to BOTH copper and fiber products. This applies only if the optical fiber rebate percentage is in a higher bracket than the copper rebate percentage. If the copper rebate percentage is in a higher bracket than the fiber rebate percentage, the total rebate will be paid according to actual qualifying purchases.

OASIS Qualifying Berk-Tek Products

- LANmark-10G2(plenum/riser)
- LANmark-1000 UTP (plenum/riser)
- LANmark-10G FTP (plenum/riser)
- LANmark-5^e FTP (plenum/riser)
- Pre-terminated Fiber Optic Assemblies
- *HyperPlus 5e (plenum/riser)
- LANmark-2000 UTP (plenum/riser)
- LANmark-350 UTP (plenum/riser)
- LANmark-6 FTP (plenum/riser)
- GIGAlite Fiber (all cable constructions)
- Standard Berk-Tek Fiber (all cable constructions)
- *LANmark-6 (plenum/riser)

*This product will be accepted and applied towards QUALIFYING purchase totals. This product is only eligible for 1% rebate regardless of overall total purchase levels.

The minimum combined qualifying purchase goal for 2014 is \$50,000. Separate rebate percentages apply for optical fiber and copper cable purchases. Milestones for copper and fiber purchases are shown below.

OASIS Rebate qualifying Purchase Goals: \$50,000 minimum annual quota – all products

Copper Purchase Goals & Rebates:

- \$42.5k minimum annual quota.
- \$42.5k - \$100k = 1%
- \$101k - \$200k = 2%
- \$201k – up = 3%

Fiber Purchase Goals & Rebates:

- \$7.5k minimum annual quota.
- \$7.5k-\$15k = 1%
- \$15.5k - \$30k = 2%
- \$30.5k – up = 3%



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APPENDIX A – Sample POS Reports

The following images are representative of the distribution reports that contain all needed data to ensure proper rebate processing. They are included for reference purposes only. **Reports from Other Distribution Channels** must still contain the required information. If unsure about the quality of your POS data, please contact Kelly Urbanik for discussion and review.

Accu-Tech

	A	B	C	D	E	F	G	H	I	J
1	2012 Year End Report - Berk-Tek									
2	Company Name									
3	Company Contact Name									
4	Accu-Tech Corporation									
5	Distributor location									
6	1/3/2013									
7										
8	Vendor	Vendor Item Nbr	Item Desc	Customer Number	Billed Qty	Sales	Invoice Nbr	Calendar Invoice Date	Customer PO Nbr	
9	BERK-TEK	10032065	24/4PR SOL NS CAT5+ CMP B	6480	8,000	\$1,904.00	392160643	2/3/2012	40718	
10	BERK-TEK	10032065	24/4PR SOL NS CAT5+ CMP B	6480	7,000	\$1,666.00	392189390	10/4/2012	45139	
11	BERK-TEK	10032065	24/4PR SOL NS CAT5+ CMP B	6480	1,000	\$269.00	392192616	11/6/2012	45767	
12	BERK-TEK	10032065	24/4PR SOL NS CAT5+ CMP B	6480	2,000	\$538.00	392193668	11/14/2012	45896	
13	BERK-TEK	10032079	24/4PR SOL NS CAT5+ CMP-G	6480	2,000	\$476.00	392160501	2/2/2012	40718	
14	BERK-TEK	10032079	24/4PR SOL NS CAT5+ CMP-G	6480	6,000	\$1,428.00	392160643	2/3/2012	40718	
15	BERK-TEK	10032079	24/4PR SOL NS CAT5+ CMP-G	6480	2,000	\$476.00	392167130	4/3/2012	41744	
16	BERK-TEK	10032079	24/4PR SOL NS CAT5+ CMP-G	6480	1,000	\$238.00	392184990	8/29/2012	44406	
17	BERK-TEK	10032092	23/4PR SOL NS CAT6 CMP100	6480	1,000	\$337.00	392192464	11/5/2012	45538	
18	BERK-TEK	10032094	23/4PR SOL NS CAT6 CMP100	6480	1,000	\$327.50	392158062	1/13/2012	40305	
19	BERK-TEK	10032094	23/4PR SOL NS CAT6 CMP100	6480	2,000	\$655.00	392159982	1/30/2012	40620	
20	BERK-TEK	10032094	23/4PR SOL NS CAT6 CMP100	6480	1,000	\$310.00	392161537	2/13/2012	40881	
21	BERK-TEK	10032094	23/4PR SOL NS CAT6 CMP100	6480	17,000	\$5,270.00	392163439	2/29/2012	41168	

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 Attention: Kelly Urbanik, Channel Programs Specialist
www.oasis-on-line.com www.berktek.com



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Anixter

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	CUSTOMER, INC														
2	2010														
3															
4	Division	catg	PRE	CUST_I	Customer Name	CUST_PO_I	INVC_I	Vendor Nam	PROD_CL_GROU	Vendor Item	Anixter Item	Item Description	Qty	Sales	Invoice Date
5	ST	665	ACD	153302	CUSTOMER, INC	PR-20856	665332605	BERK-TEK	COPPER CABLE	10167477	06	23-4P UTP-CMR SOL BC CAT6E	8000		25-Jan-11
6	ST	665	ACD	153302	CUSTOMER, INC	PR-20855A	665332734	BERK-TEK	COPPER CABLE	10167477	06	23-4P UTP-CMR SOL BC CAT6E	8000		27-Jan-11
7	ST	097	ACD	232426	CUSTOMER, INC	A11-00007	097238176	BERK-TEK	COPPER CABLE	10032113	3	3	18316		01-Feb-11
8	ST	097	ACD	362814	CUSTOMER, INC	D11-01589	097247301	BERK-TEK	COPPER CABLE	10032111	CMP-02524BKT-3	3	435		31-Oct-11
9	ST	097	ACD	362814	CUSTOMER, INC	D11-01589	097247301	BERK-TEK	COPPER CABLE	10059632	09	CAT5E	275		31-Oct-11
10	ST	097	ACD	362814	CUSTOMER, INC	PR-20544	097247576	BERK-TEK	COPPER CABLE	10059632	09	CAT5E	160		09-Nov-11
11	ST	097	ACD	037295	CLIENT CORP.	A11-01274	097245018	BERK-TEK	COPPER CABLE	10059632	09	CAT5E	500		08-Sep-11
12	ST	097	ACD	037295	CLIENT CORP.	A11-01353	097245675	BERK-TEK	COPPER CABLE	10062608	CMP-00424LSN-6-05	PLENM	4000		23-Sep-11
13	ST	097	ACD	037295	CLIENT CORP.	A11-01353	097245736	BERK-TEK	COPPER CABLE	10032112	CMP-05024BKT-3	3	400		26-Sep-11
14									CABLE				40086	*****	
15	ST	665	ACD	075307	CUSTOMER, INC	PR# 20940	665346813	BERK-TEK	FIBER CABLE	B3010/25	370-510-GIGDST-06	6-F 50/125/10GIG TB PLENUM	300		14-Dec-11
16									Total				300	252.00	
17									Grand Total				40386	*****	
18															

CSC

	A	B	C	D	E	F	G	H	I	J	K
1	Sales by Customer by Manufacturer										
2	Branch: 1956 CSC CAROL STREAM IL										
3	From 01/01/2011 to 12/31/2011										
4	For All Supplier Codes										
5	Manufacturer	Vendor Item #	CSC Item	SalesQt	ExtendedSales Pric	InvoiceDat	Invoice	CustomerPO	Description	Customer	CustomerNam
75	BERKTEK/INEXANS	10032092	47008800042	1,000	\$380.00	07/25/2011	29085/1122		BTEK 10032092 LANMARK 1000 CMP WHIT	67800	Client Corp.
76	BERKTEK/INEXANS	10032092	47008800042	0	\$0.00	07/26/2011	29085/1122		BTEK 10032092 LANMARK 1000 CMP WHIT	67800	Client Corp.
77	BERKTEK/INEXANS	10032426	47008800132	50,000	\$6,775.00	12/27/2011	256641/1581		BTEK 10032426 LANMARK 350 CMR BLUE	67800	Client Corp.
78	BERKTEK/INEXANS	10136340	47008800089	22,000	\$2,948.00	09/15/2011	106491/1173		BTEK 10136340 LANMARK 6 CMR WHITE B	67800	Client Corp.
573	BERKTEK/INEXANS	PDPK012EB3010/25	47008800374	150	\$383.25	08/25/2011	77222/1173		BTEK PDPK012EB3010/25 PDPK012EB3010	67800	Client Corp.
574	BERKTEK/INEXANS	PDPK012EB3010/25	47008800374	900	\$2,299.50	08/31/2011	84975/1173		BTEK PDPK012EB3010/25 PDPK012EB3010	67800	Client Corp.
575	BERKTEK/INEXANS	PDPK012EB3010/25	47008800374	(150)	(\$383.25)	11/02/2011	175851/CM077222		BTEK PDPK012EB3010/25 PDPK012EB3010	67800	Client Corp.
679											
680											



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Graybar

	A	B	C	D	E	F	G	H	I	J
1	2010 Berktek Sales to Example Inc.									
2				Chris Becker, RCDD Branch Manager, Comm/Data						
3				900 Ridge Avenue Pittsburgh, PA 15212 Office (412) 323-5200 Fax (412) 323-2881 chris.becker@graybar.com						
4	Sold-to party	Example Inc.		www.graybar.com - Works to Your Advantage.						
5	Billing Created on	1/1/2011.. 12/31/2011								
6	Prod.hierarchy	LIKE BER*, LIKE CWCPB*, LIKE FIBPB*								
7										
8	Customer Name	Customer PO #	Manufacturer	BILLING DOC#	Invoice Date	Description	Catalog No	Billing Sell Price	Billing Qty:SlisUnit	Billing Net value
9	EXAMPLE INC.	CPH2194	BERK-TEK INC	951900312	1/12/2011	10032065	5EXHP4P24-BL-P-BER-AP	\$ 0.2100 /EA	2,000 EA	\$ 420.00
10	EXAMPLE INC.	CPH2200	BERK-TEK INC	951908882	1/13/2011	10032090	6P4P24-YL-P-BER-AP	\$ 0.2980 /EA	3,000 EA	\$ 894.00
11	EXAMPLE INC.	CPH2192	BERK-TEK INC	951914922	1/13/2011	10032227	5EP4P24-BL-P-BER-AP	\$ 0.1709 /EA	2,000 EA	\$ 341.86
12	EXAMPLE INC.	CPH2202	BERK-TEK INC	951960733	1/17/2011	10035304	6P4P24-BK-P-BER-AP	\$ 0.2800 /EA	5,000 EA	\$ 1,400.00
13	EXAMPLE INC.	CPH2610	BERK-TEK INC	958015354	12/30/2011	10032455	6NP4P24-BL-P-BER-PV	\$ 0.1650 /EA	4,000 EA	\$ 660.00
14	EXAMPLE INC.	CPH2611	BERK-TEK INC	958032728	12/30/2011	10032094	6P4P24-BL-P-BER-AP	\$ 0.3050 /EA	2,000 EA	\$ 610.00
15										\$ 4,325.86

	A	B	C	D	E	F	G	H	I	J	K
1	Sold-To Party	Sold-to Name	Date	Billing #	Cust PO	Qty	Manufacturer	Catalog #	Material Descr	Unit Sell Price	Total Sales
504	297833	CUSTOMER, INC	20110426	953671176	SAMPLE	1	BERK-TEK INC	BD4R02L33NNF003	FBR JMPR LO 50M	0	0.00
861	297833	CUSTOMER, INC	20110721	955161327	396300-603059	4,000	BERK-TEK INC	5EXHNP4P24-WH-P-BER-PV	10032434	142.86	571.44
2110	297833	CUSTOMER, INC	20110531	954238711	392497-602004	36,000	BERK-TEK INC	6P4P24-GN-P-BER-AP	10032097	334.59	12,045.24
2112	297833	CUSTOMER, INC	20110705	954846638	395066-602004	10,000	BERK-TEK INC	6P4P24-GN-P-BER-AP	10032097	346.29	3,462.90
2117	297833	CUSTOMER, INC	20110722	955166386	369403-602004	3,000	BERK-TEK INC	6P4P24-GN-P-BER-AP	10032097	346.29	1,038.87
7389											\$17,118.45
7390											

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