

COMMERCIAL SPIFF PROGRAMS

CHANNEL MARKETING OPERATING LETTER

Effective 10/1/2019 to 9/30/2020

DRAFT

In the past couple of years, the Ducted Systems business has launched several key products to better enable our channel partners to win new business. This program allows our commercial salesforce to benefit from a special monetary incentive when selling select commercial rooftop products from our Ducted Systems brands. This program provides a solid path for our channel partners and their customers to deliver the right solutions for the market.

Incentive Schedule				
	Effective Order Dates	Measurement	Validation	Incentive
Choice Accelerator	2/1/2020 to 6/30/2020	Tonnage	Serial Number	\$10 per eligible ton
Premier Bounty	2/1/2020 to 9/30/2020	Revenue	Serial Number	2% of partner sale price
Basis of Design	10/1/2019 to 9/30/2020	Tonnage	IPA Number	\$2 per eligible ton

Program Overview

Choice Accelerator	Premier Bounty	Basis of Design Incentive Program
<ul style="list-style-type: none"> \$10 per eligible ton to channel partner salesperson for every serialized unit sold Additional free 1-year labor extended warranty for contractor Customers with special incentives and programs are not eligible to participate* 	<ul style="list-style-type: none"> 2% of partner sales price (factory to channel partner) to channel partner salesperson for every serialized unit sold Customers with special incentives and programs are not eligible to participate* 	<ul style="list-style-type: none"> \$2 per eligible ton to channel partner salesperson for every eligible special pricing request (IPA) Eligible IPAs must satisfy all requirements for a Basis of Design price protection project

*Incentives tied to SAP customer ship to accounts that do not qualify will be rejected. To confirm eligibility, email bts-ds-marketing@jci.com or call 833-242-7869.

- Effective for products ordered and shipments confirmed during effective dates outlined on incentive table
- One claim per validated serial number or IPA
- Representative, Distributor Salesperson or Account Manager must be aligned with an authorized distributor, branch or representative company that can sell the select rooftop equipment listed
- Incentives are paid via check directly to the eligible participant in the program
- Emails will be sent as the incentive claim goes through the process (claim, received, paid). To check the status of a claim, go to www.ductedsystemsincincentives.com
- Program is subject to change without notice and is void outside of the United States, Canada and where prohibited by law

How to Participate

1. Offer, sell and order the select rooftop equipment listed in the benefit table
2. Go to www.ductedsystemsincincentives.com to "Submit a Claim"
 - Note: Incentives may be claimed after previous month's incentive closure
3. Select the "Commercial Spiff Program"
4. Check the boxes for the spiff program you will be submitting for (ie Choice Accelerator, Premier Bounty, BOD, etc)
5. Complete the requested information

a. Salesperson name	e. Product serial number	h. Product end customer address
b. Salesperson tax information	f. Product sale date	i. Product total tonnage
c. Salesperson address	g. Product end customer name	j. Product total revenue
d. Salesperson contact information		k. Product end customer sales slip upload
6. Incentives are paid via check or reloadable debit card within 45 days of claim approval
7. Emails will be sent as your incentive claim goes through the process (received, paid). To check the status of your incentive, go to www.ductedsystemsincincentives.com. You will need your claim number and email address.

