

July 2009
All Markets

DataLock Feature - Instant Discount Spiff

IMEI Handset Spiff Replaces MIRs on these handsets:

Handset	Spiff Amount	SKU
BlackBerry Curve (Sunset)	\$100	610214617668
BlackBerry Curve (Titanium)	\$100	610214617675
BlackBerry Curve (Titanium Costco)	\$100	610214616470
BlackBerry 8900 (Titanium)	\$100	610214617156
BlackBerry 8820 (Black)	\$50	610214615909
Sidekick Slide (All Colors)	\$50	610214616586
Sidekick LX (Brown)	\$50	610214614667
Sidekick LX (Blue)	\$50	610214614650
Sidekick LX 2009 (SK Blade Orchid)	\$50	610214618573
Sidekick LX 2009 (SK Blade Carbon)	\$50	610214618566
Sidekick LX LE Tony Hawk	\$50	610214616791
T-Mobile Sidekick (2008)	\$50	610214616708
T-Mobile G1 (G1 Black)	\$0	610214616845
T-Mobile G1 (G1 Black Costco)	\$0	610214617903
T-Mobile G1 (G1 Bronze)	\$0	610214616852
T-Mobile G1 (G1 White)	\$0	610214616869
T-Mobile Dash	\$100	610214617569
T-Mobile Dash 3G	\$50	610214618696
T-Mobile Wing (Blue)	\$0	610214614360

Look for a “REQ” in WATSON and iCAM to identify the correct feature SOC needed to ensure you are eligible for pay-out. REQ Features must be added the same day to qualify for the IMEI handset spiff. **Dealers must select the REQ SOC any time a contract sale/upgrade is processed on an ALL-IN-ONE device.**

Feature SOC Codes must be activated to be eligible for Spiff payment:

Please note that you must activate the above handsets with a Contract Data Features for BOTH New Activation & Upgrade/Renewals. Handsets require a Feature SOC MRC ≥ \$14.99 on one of followings Feature SOC's:

- G1 Unlimited: \$34.99 - **RG1WMUNL, RFPG1WMUC**
- G1 Data Only: \$24.99 - **RG1UWB, RFPG1UWBC**
- BlackBerry Unl. Web & Unl. Msg Bundle: \$34.99 - **RBBWMUNL, RFPWMBBUC**
- BlackBerry Unl. Web Only: \$24.99 - **ROMWBB, RFPOMWBBC**
- Unl. BlackBerry E-mail (Enterprise BIS & BES): \$29.98 - **RBWCBESS, RFPBWCC**
- Unl. BlackBerry E-mail (Enterprise BIS & BES) BIS Barred: \$29.98 - **RBISBESBB, RFPBIBEBC**
- Sidekick Unl. Web & Unl. Msg. Bundle: \$34.99 - **RSKWMUNL, FRPWMSKUC**
- Sidekick Unlimited Web Only: \$24.99 - **ROMWSK, RFPOMWSKUC**
- SmartPhone Unl. Web & Unl. Msg. Bundle: \$34.99 - **RSPWMUNL, RFPWMSPUC**
- SmartPhone Unl. Web Only: \$24.99 - **ROMWSP, RFPOMWSPC**
- Message Value Bundle Unlimited: \$14.99 - **RANYMSG15, RFPMGULC** (excluding all G1, Sidekick model SKU's)

IMEI Validation/Payout Rules- IMEIs must be captured correctly to be paid!

- Unique IMEI will be paid out once only.
- The IMEI of the handset must match T-Mobile's shipment record. – Arbitrage Handsets are not eligible.
- The handset IMEI must match what was entered into WATSON/iCAM. The IMEI must be found on the network and used within 7 days of the activation/upgrade. If the handset is not used within 7 days, activation will not receive the spiff.

Subject to Standard Chargeback Rules



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NOTE: Customers are committing to locking the data feature in with the contract terms. Required 'REQ' features that generate the IMEI spiff cannot be removed. REQ SOC's must be attached the same day as the "contract" activation or upgrade to qualify for pay-out.

Business Rules -

- This spiff is paid out on top of the feature pay-out.
- Since this spiff is replacing Mail-In-Rebate, this spiff cannot be combined with other Mail-In-Rebate offers.
- The IMEI of the handset and listed SOC code above must be included in the record of Activation to be eligible for spiff.
- This feature with SOC's specified above is part of contract customer is agreed. These Features cannot be removed other than canceling entire service.
- Chargeback: This spiff is paid out on a "Data Feature" Any removal of the Data Feature will result in a chargeback.
- T-Mobile reserves the right, in its discretion, to chargeback the IMEI Spiff if T-Mobile determines, in its discretion, that any fraudulent activity has occurred.

FAQs:

Question: If a customer calls Care inside 120 days and downgrades from \$25 or \$35 to a plan below \$19.99, will the Dealer be commissioned?

Answer: If the new plan is above \$14.99, the Dealer would be charged back the Feature Commission Payment but keep \$100/\$50 IMEI Spiff. If the plan is below \$14.99, the Dealer would lose \$100/\$50 IMEI Spiff as well.

Question: Will Dealers be commissioned if they accidentally activate the "unlocked" feature in Watson?

Answer: Dealers would not receive \$100/\$50 IMEI Spiff on an "unlocked" feature.

Question: Will Dealer be commissioned if a BlackBerry Customer with an existing \$24.99 Data SOC upgrades equipment and agrees to a new \$24.99 2YC Locked SOC?

Answer: The Dealer would receive \$100/\$50 IMEI Spiff and the Feature Commission Payment (as if it were a new attachment).

Question: What happens if the original activation was done by a dealer and an equipment upgrade takes place inside 120 days of activation through Care, what happens with my commission?

Answer: The Dealer would be charged back the Feature Commission Payment and the \$100/\$50 IMEI Spiff.

Question: If Dealers accidentally selects the "unlocked" feature in ICAM, on an eligible upgrade will they be commissioned?

Answer: Dealers will receive the current upgrade compensation however Dealers will not receive the \$100/\$50 IMEI Spiff on an "unlocked" feature.

Question: Will there be a chargeback if the upgrade takes place inside the 120 day chargeback window?

Answer: Dealers will be charged back the Feature Commission Payment and the \$100/\$50 IMEI Spiff (unless customer selects \$14.99 or above Data Feature).

Question: What happens if a customer calls Care inside 120 days and downgrades from \$25 to \$14.99 plan?

Answer: Dealer will be charged back the Feature Commission Payment; however as long as the customer keeps at least a \$14.99 plan, Dealer would retain the \$100/\$50 IMEI Spiff.

Question: What if a customer changes their plan outside the 120 window?

Answer: There will be no chargeback.

Question: What if a customer changes their rate plan or downgrades data plans once outside of 120 days?

Answer: There will be no commission impact.

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