

August 2009

All Markets

DataLock Feature - Instant Handset Rebate

IMEI Instant Handset Rebate Spiff Replaces MIRs on these handsets:

Eligible Handsets & Rebate Amount	
Eligible Handsets	Instant handset Rebate Spiff Amount
BlackBerry Curve 8320, BlackBerry 8900 T-Mobile Dash	\$100
BlackBerry 8820, BlackBerry Curve 8520 Sidekick Slide, Sidekick LX, Sidekick LX 2009 (3G), Sidekick LX LE Tony Hawk, Sidekick 2008 T-Mobile myTouch 3G, T-Mobile G1, T-Mobile Touch Pro2, T-Mobile Dash 3G, T-Mobile Wing	\$50

Payout: All 1 or 2 year "REQ" Contract Data Features with MRC ≥ \$14.99 initiated with Activations & Upgrade Renewals.

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

Feature REQ SOC Codes must be activated to be eligible for Handset instant rebate 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 REQ SOC MRC ≥ \$14.99.

Please note REQ SOC codes are subject to change as T-Mobile introduces new Data Features to match updated devices.

- G1 Unlimited: \$34.99
- G1 Data Only: \$24.99
- BlackBerry Unl. Web & Unl. Msg Bundle: \$34.99
- BlackBerry Unl. Web Only: \$24.99
- Unl. BlackBerry E-mail (Enterprise BIS & BES): \$29.98
- Unl. BlackBerry E-mail (Enterprise BIS & BES) BIS Barred: \$29.98
- Sidekick Unl. Web & Unl. Msg. Bundle: \$34.99
- Sidekick Unlimited Web Only: \$24.99
- SmartPhone Unl. Web & Unl. Msg. Bundle: \$34.99
- SmartPhone Unl. Web Only: \$24.99
- Message Value Bundle Unlimited: \$14.99

T-Mobile G1, T-Mobile myTouch 3G and Sidekick are not eligible for pay-out if you add a REQ \$14.99 SOC

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 entered 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 handset instant rebate payout.



Choice
Products and Services Inc.
135 Eileen Way, Syosset NY 11791
Phone: (516) 496-9494 Fax: (516) 496-9495

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

Business Rules -

- This instant rebate is paid out on top of the feature pay-out.
- Since this instant rebate spiff is replacing Mail-In-Rebate, this spiff cannot be combined with other Mail-In-Rebate offers.
- The IMEI of the handset and REQ Feature must be included in the record of Activation to be eligible for instant rebate.
- This REQ feature is part of the contract customer is agreed. These Features cannot be removed other than cancelling entire service.
- This feature with SOCs specified above is part of contract customer is agreed. These Features cannot be removed other than canceling entire service.
- Chargeback: This instant rebate 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 Instant rebate 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 Rebate. If the plan is below \$14.99, the Dealer would lose \$100/\$50 IMEI Rebate as well.

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

Answer: Dealers would not receive \$100/\$50 IMEI Rebate 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 Rebate 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 Rebate.

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 Instant rebate 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 Rebate (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 Rebate.

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.