



# Stellr Mobility Partner Benefits Program

Get consistent, dedicated support with the Stellr Mobility Partner Benefits program, available exclusively through SYNNEX. Broken down by tier, this program provides partners with business-enabling benefits and support. Top-tier partners can even win monthly rewards and cash prizes!

Partner Support	Platinum 500+ monthly activations	Gold 250+ monthly activations	Silver 50+ monthly activations	Bronze <monthly activations
Dedicated phone + email support	●	●	●	●
Monthly reporting	●	●	●	●
Lead distribution	●	●		
Monthly business review	●			
Dedicated Stellr FAE (optional)	●			
Dedicated resources for IMEI upload	●			

Partner Enablement	Platinum 500+ monthly activations	Gold 250+ monthly activations	Silver 50+ monthly activations	Bronze <monthly activations
Monthly mobility webinars	●	●	●	●
Stellr webinars	●	●	●	●
Partner events	●	●	●	●
Monthly mobility newsletter	●	●	●	●
Vendor-exclusive promotions	●	●	●	●
Sales scripts and battlecards	●	●	●	●
Vendor FAQ documents	●	●	●	●
Access to all content on mobility microsite	●	●	●	●
Exclusive Stellr event invitations	●	●	●	●
Exclusive demo of Stellr Mobility Marketplace	●	●	●	
Monthly leaderboard incentive	●	●		
Exclusive reseller sales training (ad-hoc)	●			
MDF	up to \$3k/quarter	up to \$1.5k/quarter		

To learn more about the program, email [wirelessales@synnex.com](mailto:wirelessales@synnex.com) or review our frequently asked questions.

# FREQUENTLY ASKED QUESTIONS

## **How do I start receiving benefits through the SYNnex Stellr Mobility Partner Benefits Program?**

To be eligible, you just have to transact with SYNnex Stellr Mobility! Contact [wirelessales@synnex.com](mailto:wirelessales@synnex.com) to get started. Our team will follow up with the appropriate onboarding documents.

## **Who should I contact if I have questions about my benefits?**

Please contact your business development representative or email [wirelessales@synnex.com](mailto:wirelessales@synnex.com).

## **What information will be provided in my monthly scorecard?**

Activations, activation mix, # of end users, HW sales, HW mix, delta to next program tier, payout difference for next program tier. If you're a gold or platinum partner, you'll go over this information with your BD rep in a monthly business review.

## **When can I expect to receive my monthly scorecard from my BD rep?**

You'll receive your scorecard within the first full week of business each month.

## **I'm a Gold/Platinum partner. How do I schedule my monthly business review (MBR)?**

Your BD rep will contact you to schedule your monthly review within the first full week of business each month.

## **How do I move up to a tier with greater benefits?**

To move into the next tier, partners must reach a specific number of activations to qualify for any given tier. To move up, a partner must attain that tier's qualification for the minimum number of activations for a consecutive three months.

## **What are the monthly webinars about?**

Our monthly webinars will include important program updates, information on vendor offerings/promotions, vendor solution spotlights, and our monthly leaderboard incentive drawing.

## **What are the requirements to be entered into the leaderboard incentive drawings each month?**

The leaderboard incentive drawings are for partners who reach a specified benchmark (determined on a month-to-month basis) of activations/sales during the given month. Qualifying partners will be entered to win a \$1000 cash prize. Six total drawings will take place each month: Three drawings for Platinum/Gold tier partners who reach a specified number of activations, a drawing for partners who reach a specified revenue benchmark for Mobility HW sales (must be activated through SYNnex), and a drawing for partners who reach a specified sales target for AT&T OneTalk.

## **What information can I expect to receive from the monthly newsletter?**

The newsletter will include information on major industry trends, solution spotlights, carrier updates and promotions, upcoming events, and more. If you have previously requested to be removed from SYNnex communications, you may not receive this newsletter. Please reach out to [wirelessales@synnex.com](mailto:wirelessales@synnex.com) to resubscribe.

## **I am a Gold/Platinum partner. What can I use my Marketing Development Funds for?**

MDF dollars can be used for deliverables like internal trainings/events, customer trainings/events, web banners/social ads, digital signage, presentation templates, content and copy development, postcard development, sell sheet/flyer design, blog posts/articles. Please reach out to your BD Rep to start leveraging your MDF funds.