

Retailer SalesPro Solution



Viasat Retailers (SI and SO) will have the option to route sales calls to Viasat's Direct Sales team. Viasat will provide and pay for a dedicated toll-free number for each participating retailer. Direct Sales will provide a high quality sales experience and close sales on behalf of the participating retailer. The SI is responsible for the installation and additional service needs after install.



MARKETING

Viasat provides a dedicated 800 number for each participating retailer.

Retailer will be responsible for marketing campaign approach and delivery.



POINT OF SALE

Viasat's Internal Sales team handles the point of sale. Retailer sales commission is reduced by \$75.

- Benefits
- 7 days a week phone coverage
 - Higher conversion rates
 - Higher attachment rates



INSTALLATION

Retailer receives sales order and fulfills installation.

No change to installation commission and residuals.

Program Details

A new Retailer ID will be created for each Retailer

- This will be set up by Account Compliance at PerfectVision
- Referral Account name: ABC Technologies – Referral (SI)
- New Sales/Retailer ID: 200000000

Please note: the new Referral Account is completely separate from the existing SI Retailer account. This will require new logins for FSM, Support Portal and any other Viasat system.

- Free dedicated 800 number for each participating Retailer
- Referral Phone Number: (855) 555-5555
- Additional numbers may be given to be used on multiple media types

- Retailer Sales Commission is reduced by \$75
- Commission questions should be directed to your contact at PerfectVision

Hours of operations for Referral Phone Number

- Monday thru Friday 6 am to 10 pm MT
- Saturday 6 am to 4 pm MT
- Sunday 8 am to 4 pm MT

*After hour calls will receive a closed message.
No voice messaging services available.*

This program is NOT intended for:

- After hours or holiday sales support
- Pre-Install support
- Existing customer support
- Answering service of any sort

Accrued Co-Op

All completed SI sales will accrue Co-Op at the normal rate of \$70 (\$80 for elite)

- List the Referral Phone Number on all media types (Direct Mail, Yard Signs, Radio, etc.)
- This will increase the exposure and touched in the market – increasing the amount of calls that make their way into the call center.

Call PerfectVision 800.205.8620 ext 2600 to get started today