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Private Networks – Contractor Rebate Program
 2009 Edition

Scope:

Private Network contractors who use Draka fiber cable products will be eligible for a 2009 end-of-year rebate. This cash rebate is paid directly to the contractor from Draka. Draka’s Private Network Contractor Rebate Program is one of the simplest rebate programs in the industry. This program is limited to Private Networks only.

Rebate Scale:

Indoor and Indoor/Outdoor Fiber Cable:

Annual Purchase Level (\$)	Rebate for cables using singlemode fiber	Rebate for cables using OM1 and OM2 multimode fiber	Rebate for cables using OM3 multimode fiber
\$25,000 to \$74,999	1%	2 %	2.5 %
\$75,000 to \$199,999	1.5%	2 %	2.5 %
\$200,000 and higher	2 %	2 %	2.5 %

Outside Plant Fiber Cable:

Annual Purchase Level (\$)	Rebate for cables using singlemode fiber	Rebate for cables using multimode fiber
\$50,000 to \$199,999	0.5%	2 %
\$200,000 and higher	1%	2 %

Rebate Calculations and Payment:

Contractor rebates will be based upon the combined purchases of Draka cable from date of registration through December 31, 2009 or January 1, 2009 – December 31, 2009 if registration occurs before Jan 1 2009. One of 3 methods may be used to calculate the contractor rebate:

- a) contractor submits copies of invoices indicating the purchases of Draka fiber cable.
- b) distributor submits to Draka a Point-of-Sale (POS) report indicating the purchases of Draka fiber cable on behalf of the contractor.
- c) Draka tracks contractor purchases via distributor purchase orders. Contractor must be identified by the distributor when the order is entered at Draka. Registered contractors will be listed in Draka’s order system and can be identified at time of placing the order.



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Draka will combine the contractor's purchase of fiber cable from all Draka distributors to determine the combined end-of-year rebate.

If a contractor or distributor is submitting records/invoices to Draka, all records must be received no later than February 28.

Rebate payments from Draka will be made before March 31. Payment will be made directly to the business name of the contractor company.

Annual Registration:

Contractors wanting to participate in the Draka Private Networks Rebate Program need to complete an annual registration form, and will need to renew the registration each year. This is typically completed in January-March of each new year. See attached *Contractor Registration Form*. This allows Draka to begin to track your orders in our database. Registration is required for participation in the rebate program.

Distributors:

All Draka approved distributors are eligible for their contractor buyers to participate in this program. Contact Draka at 1-800-879-9862 for a complete list of distributors who sell the Draka Private Network fiber cable product line.

Draka Certified Contractor:

You do not have to be a member of the Draka Certified Contractor/Installer Program to be eligible for this Private Network Rebate Program. It is encouraged, but not required.

Recap of the Program:

1. Complete the *Contractor Registration Form* and submit it to Draka.
2. Utilize Draka fiber cable products in your Private Network projects.
3. Purchase Draka fiber cable from a Draka approved distributor.
4. Work with Draka or your distributor on the easiest method to track your Draka fiber cable purchases throughout the year. Ensure your records are available for Draka's review no later than February 28.
5. Receive your rebate by March 31.
6. Renew the *Contractor Registration Form* in January of each year.

Questions or Comments ?

Draka Communications – Americas
1-800-879-9862
Ask for the Private Networks Market Manager,
Or contact your Draka Regional Sales Manager.
www.DrakaAmericas.com