



FEBRUARY & MARCH VIASAT INCENTIVES TERMS AND CONDITIONS

1. The 3xMRR first time seller promotion and the 2xMRR repeat seller promotion are both subject to the terms of your Master Agent Agreement (“Agreement”) with Viasat, Inc. (“Viasat”). You must be in good standing with your Agreement to participate in the promotions.
 - a. 3xMRR first time seller promotion. For sub-agents who have never before sold Viasat Services, Viasat will pay a one-time Incentive Bonus for the first full month of Viasat Service for each New Subscriber equal to three times (3X) the monthly recurring revenue.
 - b. 2xMRR repeat seller promotion. For all other Sub-Agents (including First Time Sellers who sold in February), Viasat will pay a one-time Incentive Bonus for the first full month of Viasat Service for each New Subscriber equal to two times (2X) the MRR. This 2X Incentive Bonus does not apply to the first sale in a month by a Sub-Agent but is only applicable to the second sale and thereafter for each Sub-Agent.
2. Sub-Agents cannot earn both the 3xMRR Incentive Bonus and the 2xMRR Incentive Bonus in the same month.
3. Orders must be placed on or between February 1, 2020 and March 31, 2020, and the customer must activate an account and pay for at least one month of the Viasat service on or before June 30, 2020.
4. An order shall be deemed to be placed on the earlier of (a) the date that order is entered in Viasat’s portal; and (b) the date that the new subscriber signs Viasat’s Customer Agreement.
5. Viasat shall have the right to recoup from or charge back any incentive payment for the 3xMRR promotion or the 2xMRR promotion made for a new subscriber (a) who voluntarily disconnects service within the first six months after the new subscriber’s account is first activated; or (b) whose service is disconnected by Viasat for nonpayment within the first six months after the new subscriber’s account is first activated.
6. Monthly Recurring Revenue (MRR) only includes the monthly price of the service plan sold for Business Internet, Business Hotspot Service, and Business Voice. It excludes all other charges, including, but not limited to, installation fees, set-up and activation fees, taxes, regulatory fees and fees associated with add-on services such as Additional Usage.
7. 3xMRR and 2xMRR promotion incentive payments will be made by Viasat to the Master Agent. The amount paid to the sales partner will be based on the arrangement between the Master Agent and the sales partner.
8. EXAMPLE: If an order is placed by a First Time Seller on February 15, 2020, and the MRR for the New Subscriber is \$175.00, the Master Agent will earn an Incentive Bonus of $\$175.00 \times 3 = \525.00 for the New Subscriber, provided that the New Subscriber activates its account and pays for at least one month of the Viasat Service on or before June 30, 2020. Any additional New Subscribers ordered the same month will also receive the 3X incentive bonus. If that same First Time Seller places another order for two New Subscribers on March 15, 2020 the Master Agent will earn an Incentive Bonus of $\$175.00 \times 2 = \350.00 for the two New Subscribers, provided that the New Subscribers activate their accounts and pay for at least one month of the Viasat Service on or before June 30, 2020.