



Huawei Enterprise SPIF Program 2022

Terms and Conditions:

1. Huawei Enterprise SPIF Program FY2022 ("SPIF") open to all Huawei Malaysia EBG channel partner(s) include Distributor, Global Partner, VAP, Gold, Silver, Authorized, Registered & CSP Partners.
2. Channel partner's sales representatives (role/position include but not limited to sales manager, sales rep, inside sales rep, business development rep & presales engineer) are eligible to claim for the SPIF Incentive.
3. SPIF Program eligibility period is from 1st Jan 2022 until 31st Dec 2022.
4. Any unclaimed amount over Year 2022 will be forfeited. (**Cut off for last submission: 31st Dec 2022, latest by 6:00PM)
5. Claim submission for SPIF will be solely through online, no manual/offline submission will be entertain. Please proceed to Huawei Enterprise Reward & Loyalty website to register (for new user), agree on all the T&C and submit your claim.
6. All duplicate submission, fraud or false information submitted will deem disqualified.
7. Terms & Conditions to eligible & entitle for SPIF Program listed as below:
 - PO/order is placed with accepted & approved deal registration submitted in Huawei EBG partner portal (<http://partner.huawei.com>);
 - All Partner-Led deal (exclude those NA deal that led by Huawei Account Team & end user that restricted by Huawei EBG)
 - Entitlement amount of incentive will be based on revenue generated within Year 2022 (1st January until 31st December 2022).
 - Every single deal will capped at MYR 2 million for incentive calculation. However, no cap for accumulated revenue. (*For single deal, no split of PO/order allowed)
8. Revenue generated from Cloud, Inverter & Services are excluded from SPIF Calculation. Terminal products (like handsets, pads, or Matebooks), eLTE product, and demo unit sales are excluded from SPIF as well.



9. Rebate will be in the form of gift voucher subject to availability. All vouchers are not transferable and cannot be exchanged for cash.

10. Employer's consent need to be obtain by sales representative prior to him/her participation in this program. Personal income tax declaration and other taxation involved will be participant sole responsibility

11. Huawei reserved the right, at its sole discretion to approve or reject any claim submitted for SPIF program.

12. Huawei reserved the right, at its sole discretion to change, modify, add or remove program T&C without prior notice.

13. This program is only applicable for all Huawei EBG Channel Partners who registered with Huawei Technologies (Malaysia) Sdn Bhd.

14. For more information about the program, please contact your Huawei Distributor or Channel Manager respectively.