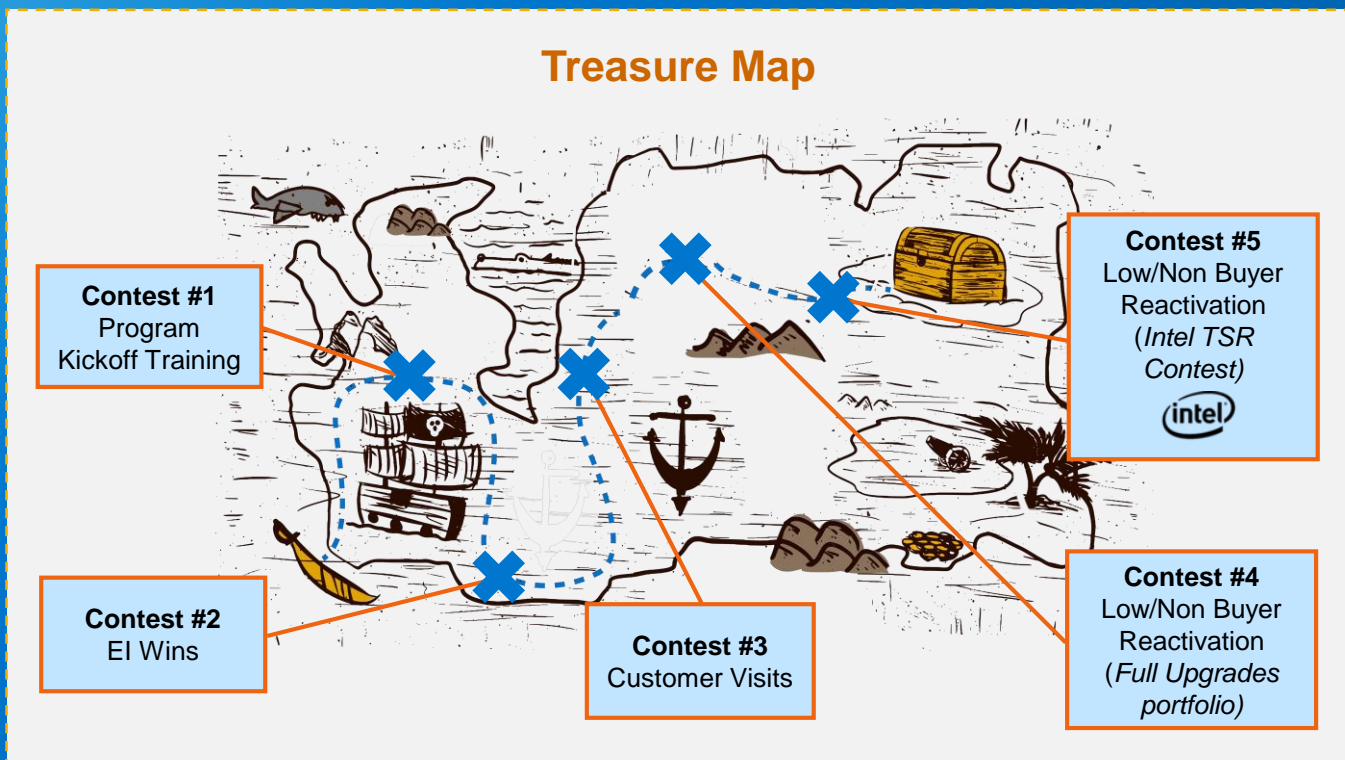


# FY21 Q1 NA EI TSR and EI SC Ocean of Opportunity Treasure Hunt

There is an ocean of opportunity for Dell EMC Upgrades, and you can earn even more this quarter by participating in our treasure hunt! Use the treasure map as your guide to the treasure hunt contests, and earn up to **\$360**. Contests run for the duration of **Q1**.



Contests	Award	How to Win	Contest Details
1. Complete webinar/training	\$10 gift card*	Attend a global programs kickoff call.	<ul style="list-style-type: none"> <li>• Max of one award per rep.</li> <li>• 100 awards available.</li> </ul>
2. Submit an EI win for a deal greater than \$50k	\$50 gift card*	Submit a <a href="#">Ring the Bell</a> or testimonial video for a deal greater than \$50k to Enterprise.Solutions.NA@Dell.com.	<ul style="list-style-type: none"> <li>• Max of one award per rep.</li> <li>• 20 awards available.</li> </ul>
3. Complete a customer visit	\$50 gift card*	Submit a trip report via SFDC and send a copy to DellEMCUpgrades@Dell.com.	<ul style="list-style-type: none"> <li>• Max of two awards per rep.</li> <li>• 40 awards available.</li> </ul>
4. Reactivate low/non-buyer account and generate revenue exceeding: \$5k (TSRs) \$10k (SCs)	\$50 gift card*	Generate a minimum order of \$5K (TSRs) or \$10K (SCs) from the Global Upgrades Sales Program's <b>low/non-buyer</b> target accounts.	<ul style="list-style-type: none"> <li>• Max of two awards per rep.</li> <li>• 80 TSR awards and 40 SC awards available.</li> </ul>
5. Reactivate low/non-buyer account and generate Intel revenue exceeding: \$10k (TSRs only)	\$50 gift card*	Generate a minimum order of \$10K of Intel products from the Global Upgrades Sales Program's <b>low/non-buyer</b> target accounts.	<ul style="list-style-type: none"> <li>• Max of two awards per rep.</li> <li>• 200 awards available.</li> </ul>

\*Gift card amounts will adhere to Dell's Global SPIF policy.

