



Harmonic Influencer Program

Do you consult with video infrastructure users and recommend the purchase of high-performance media workflow products and solutions? If the answer is yes – and you introduce your customers to Harmonic – we want to reward you for your efforts.

The Harmonic Influencer Program is our way of acknowledging people who bring new business opportunities to Harmonic. Open to any U.S.-based person who is considered an independent technology consultant and/or trusted advisor for content providers, broadcasters or pay-TV operators, the Influencer Program provides an attractive incentive for steering a customer purchase decision toward Harmonic. For each registered deal that meets the requirements set forth in the program, Harmonic will pay you a commission up to 5.5%.

Eligibility

All Harmonic products are eligible for the Influencer Program, but must be sold as part of a complete system. Influencers may engage in a number of activities to qualify for Program commissions, including:

- Identifying, qualifying and developing sales opportunities for Harmonic products.
- Encouraging and facilitating the selection of appropriate Harmonic solution(s) for purchase by an end user.
- Understanding and communicating to end users project objectives and requirements that can be met with Harmonic solutions.
- Influencing or responding to an end user via a Request for Information (RFI) or Response to Proposal (RTP) on behalf of Harmonic.
- Presenting Harmonic product and solution features, benefits and competitive advantages to an end user.
- Maintaining Harmonic visibility by engaging the end user as a point of contact for product information, in cooperation with Harmonic Sales Representatives and/or authorized resellers.
- Obtaining training and product documentation on Harmonic products and markets.

The total minimum value of a qualifying purchase order is **\$75,000 USD** for Harmonic Encoding, Transcoding and Distribution systems; there is no minimum threshold for Harmonic Media Servers, Automation Products and Storage Systems. Product upgrades for existing customers do not qualify for the Program. Also ineligible are warranties, Service Level Agreements and other maintenance and support contracts, as well as third-party hardware, software and support.

Commissions

For each qualified deal Harmonic will pay the Influencer 3.0% of the net invoice amount (minus services and support) if the user is a new Harmonic customer, with an additional 2.5% for an accepted workflow/system design. That's up to a 5.5% commission per deal! The commission amount excludes all excise, value-added or other taxes imposed by any public authority applicable to the transaction, as well as fees or non-product charges of any nature, including shipping and duties.

Restrictions

Qualified deals are valid for 180 days, as long as the Influencer has actively pursued and forecasted the opportunity. If Harmonic fails to receive payment for an otherwise qualified deal within 180 days, Harmonic will cancel the deal registration and the Influencer will no longer be eligible for payment.

Questions

Contact jiyon.hahn@harmonicinc.com with any questions or to register for the Harmonic Influencer program.