

Benefits of SPP membership



- Exclusive sales tools and product information
 - Sales guides
 - End of life product updates
 - Product launch notifications
 - Product roadmaps (starting in May)
 - Monthly newsletter (email)
 - Online Product Training
- Privileged invitations to promotions
 - Current promotions listed on portal
 - Direct information from Seagate without delay
- Priority access to technical and pre-sales support
 - Get to the front of the phone queue with special telephone number



Benefits of SPP membership



- Dedicated partner web portal
 - Exclusive information for our partners
 - Delivered in 8 languages

COMING SOON!

–Where to Buy

- SPP members list themselves on Seagate.com website
- Publish company overview, store locations, specialisations
- Leads passed directly to SPP member from prospective customer



SPP Premier Partner



Recognising key customer with additional benefits:

- Listed first on Where to Buy search results
- Partnership Plaque for public display
- Use of Premier Partner logo
- New build replacement on retail/bare drives (within time limits)
- Named Support of CSR/TSR
- Advanced Replacement Option (through SPPRewards)
 - Replacement product shipped before defective product returned
 - Speed up service process



Earn points for purchase of Seagate drives through
Seagate Authorised Distributors

Points redeemed for goods in catalogue:

- Office/Audio-visual equipment
- Travel vouchers, Home, garden, jewellery etc
- Retailer gift certificates (ie Amazon.de)

Points awarded on:

- Bare and retail drives (excluding MobileMax/DiamondMax)
- 160GB and over

Points awarded on a sliding scale

- More points for higher capacity products



SPP is changing!



- Responding to customer feedback through EMEA wide focus groups/online surveys
- Focusing on benefits that provide real value to sales and service process of resellers/integrators
- Roadmap of new features planned and delivered throughout 2009 and beyond

<http://spp.seagate.com>

