

DataVelocity Referral Rewards Program

Details, Terms and Conditions

Program Definitions:

DataVelocity Referral Rewards: A program designed to provide existing customers who become referral sources (Referring Contacts and Referring Companies) with incentives to actively offer referrals to DataVelocity.

Referring Contact: Individual client contact who refers or introduces a new client prospect to DataVelocity.

Referring Company: The client organization that employs the Referring Contact.

Referred Customer: The new client prospect (does not have a current service contract with DataVelocity) that is referred or introduced to DataVelocity by the Referring Contact.

Subscription Services: Fees charged by DataVelocity for monthly services under the standardized DataVelocity subscription plan (contracts).

Referral Credit: The amount that DataVelocity credits the Referring Company in monthly subscription services.

Referral Compensation: The amount that DataVelocity issues to individual Referring Contacts in addition to the Referral Credit awarded to their Referring Company.

How to earn a free month of service, as well as rewards:

Existing customers (Referring Contacts) refer new client prospects (Referred Customers) to contact DataVelocity or facilitate the introduction of new client prospects (Referred Customers) to DataVelocity. When a Referred Customer has entered into a service contract or project work contract with DataVelocity and has paid for 2 months of service or the entirety of the project contract, the Referring Company and Referring Contact are each eligible for individual compensation. The Referring Company earns a credit equal to the invoice amount of the Referring Customer's monthly service for each Referred Customer they supply that signs an annual service contract or 5% of the labor portion of any Referred Customer project contract to be applied as credit to the monthly service invoice of the Referring Company. Referral credits cannot be redeemed for cash, project estimates or hardware purchases.

The Referring Contact is compensated as follows:

- 1st referral that becomes a DataVelocity client: \$50 gift card (American Express)
- 2nd referral that becomes a DataVelocity client: \$100 gift card (American Express)
- 3rd and all subsequent referrals that become DataVelocity clients: \$200 gift card (American Express)

2. Existing customers (Referring Contacts and/or Referring Companies) refer new client(s) to contact DataVelocity or the Referring Contact and/or Referring Company supplies DataVelocity with Referral Customer information and offer to facilitate DataVelocity introduction to the Referral Customer. Compensation/credit process is the same as listed in point 1.

How Referring Company credits are earned and calculated: Each Referring Company may earn up to \$50,000 in credits to be applied toward their monthly service subscription invoices. Credits may be used at any time during the Referral Company's active contract with DataVelocity. Unused credits will expire with no cash value.

How Referrals are confirmed: Each Referring Contact and/or Referring Company must confirm the Referred Customer's information with DataVelocity via email or phone.

Email: James Glenn JGlenn@DataVelocity.com

Or call: (800) 835-0102 ext. 332

The confirmation must come within 10 business days of contacting their Referred Customer in order to be eligible for service invoice credit(s) and/or individual compensation(s). DataVelocity will issue a referral confirmation email to each Referral Contact and/or Referring Company within five business days of the Referring Contact's initial email. All claims to service invoice credit(s) and/or individual compensation(s) will be subject to this confirmation process and exceptions may be made at the discretion of DataVelocity.

How Referring Company credits are paid: Following DataVelocity's receipt of the new client's first 2 monthly payments, or full project payment, and prior to issuance of the new client's 3rd monthly invoice, DataVelocity will automatically apply credit amount(s) to the account of the Referring Company that is equal to a month's invoice of the Referring Company, or 5% of the Referred Customer project labor price, whichever is applicable. The Referring Company's account is credited within 30 days after DataVelocity has received the 2nd payment, or full project payment, from the Referred Customer. Referral credits cannot be redeemed for cash or applied to project estimates or hardware purchases.

How Referring Contact compensation is paid: Following DataVelocity's receipt of the new client's first 2 monthly payments, or full project payment, and prior to issuance of the new client's 3rd monthly invoice, DataVelocity will issue payment in the form of a gift card to the corresponding Referring Contact in accordance with the following criteria:

- 1st referral that becomes a DataVelocity client: \$50 gift card (American Express)
- 2nd referral that becomes a DataVelocity client: \$100 gift card (American Express)
- 3rd and all subsequent referrals that become DataVelocity clients: \$200 gift card (American Express)

Payment to the Referring Contact will be issued within 30 days after DataVelocity has received the 2nd payment, or full project payment, from the Referred Customer.

Expiration: Credits that are not used within 3 years will expire with no cash value.

Eligibility:

Referring Contact and Referring Company eligibility: Clients with an active DataVelocity service contract are eligible to participate in this referral program.

Referred Customer: Must be a business or potential client that does not have an active contract with DataVelocity, or has not had an active contract in the last 12 months. To determine if a company falls under these criteria please contact DataVelocity.

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Eligible new service contract amounts: A new annual service contract of at least 1 server and 5 desktops in the Manhattan area, qualifies the Referral Company for service credit. A Referral Contact will be compensated for qualifying Referred Customers as listed above.

Notifications: Referring Contacts will receive a notification email detailing their reward upon the referral conformation, and another once the Referred Customer signs a contact with DataVelocity. In the event of a signed service contract (in which the Referring Company receives a free month of service) DataVelocity will contact the Referring Contact and the principal of the Referring Company via email to inform them of the reward.

Disputes: Should there be any disputes around how a particular Referring Contact or Company is eligible or rewarded, please submit the details via email to:

Adam Warshaw (Warshaw@DataVelocity.com)

or

Melissa Minchala (Minchala@DataVelocity.com)

Program Duration: DataVelocity reserves the right to change, discontinue or otherwise alter this program, terms, conditions and any compensation stated or implied without notice.