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Instruction for handling of Special Discounts for Mobitex

Objectives

The rules for special discounts are part of the globally standardised price model where the objective is to present partners with equal opportunities in a common framework for pricing and rewards.

The order department will only accept orders following the instructions with a correctly approved & authorized discount form sent to the order desk either before or at the same time as the actual order arrives at the order desk. If an order is placed with a request for special discount but the correct form with approval and authorization is missing, the order will be blocked.

These new, updated, instructions are valid as of May 28th 2004.

How to be used:

1.) Partner Request for special discount:

All requests, approvals and authorizations shall be handled via e-mail. The Account Manager is responsible for each case from start to end. He/she assigns a unique document number on the doc: *Partner Form for special discounts*.

2.) Discount Proposal, Approval and Confirmation

For all special discounts, the Account Manager shall complete the document *Mobitex Technology AB form for special discounts*. The proposed special discount can only be approved and authorized as below. The Account Manager as well as to the order department at Mobitex Technology AB communicates the decision on a requested special discount to the Sales Channel:

Approval & Authorization levels:

Maximum special discount off the Partner Buy Price

to be approved authorized by

- Up to -15% discount, order value (*) maximum 5 MSEK **Business Forum**
- More than -15% discount for orders below 5 MSEK, and any discount requested and proposed for order values above 5 MSEK **CFO or CEO**

Be aware that someone employed by Mobitex Technology AB can only make a formally signed discount approval, from a legal point of view.

(*) Order value = the partner buy price, before any extra discount applied, on the complete order including hardware and software delivered from Mobitex Technology AB.