



Distribution Service Packs

What is a Service Pack?

Distribution Service Packs

- **Service Packs are:**
 - A commoditised service 'product' designed for sale through the Distribution channel;
 - Available for volume selling products only;
 - Packs for 1, 5, or 10 devices;
 - Fixed price pack (No PE support);
- Each pack is uniquely identified with a barcode & serial number;
 - Includes multi-country docs (EFIGS initially)
 - Pack contains details of the service offering, plus the current T&Cs;
- Packs are activated on-line by the reseller or end user;



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Project Objectives

Distribution Service Packs

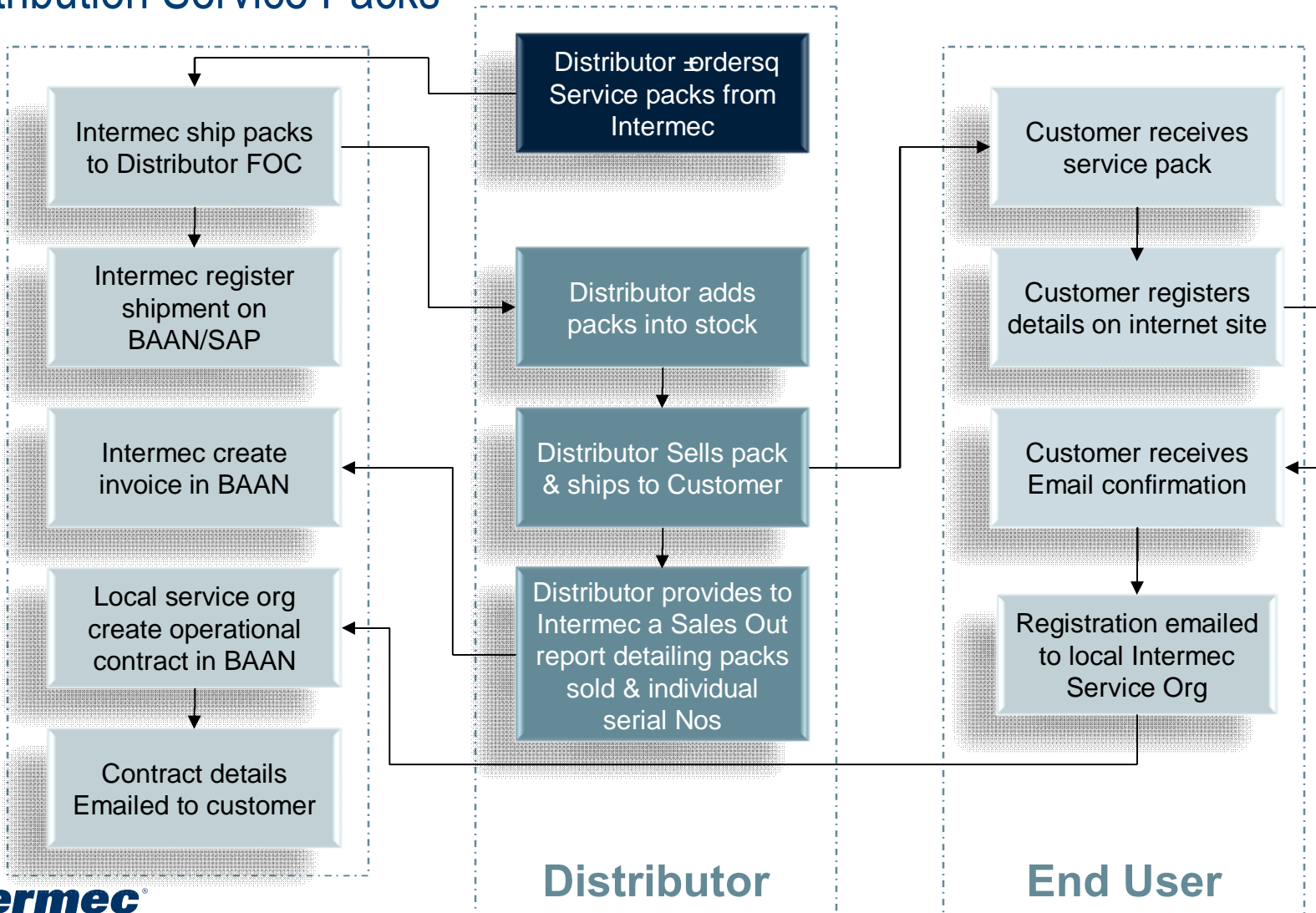
- **The main project objectives are to:**
 - Enable sales growth of service contracts through the Distribution channel;
 - Simplify the sales process;
 - Create a sustainable and scalable process.



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Fulfilment Process

Distribution Service Packs



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Rollout Plans

Distribution Service Packs

- **Service type**
 - Medallion Complete Bronze, 3 year
 - Medallion Select Bronze, 3 year (CS40 Only)
- **Available for products:**
 - CK3, CN3, CN50, CN70, CN70e, CK70, CK71
 - PD42, SR30
 - CS40 (Different pack required)
- **Available in EMEA, for specific countries contact your Account Manager**



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