

## Trimble Connected Construction Shared Referrals Program

The intent of this program is to encourage cross-selling of Trimble Construction solutions to customers. The benefit to Trimble is an increase in brand loyalty and educating customers on the breadth and depth of our Trimble solutions to help increase their overall productivity.

Who is eligible?

- Employees from distribution partners to any Trimble Construction business whose Authorized Trimble Dealers pass on a referral that actually closes
  - Businesses included are: Architecture, CCFS, CCSS, Consulting & VDC Projects, FTG, MEP, PPM, Real Estate, Structures, and Viewpoint
- Channel Managers, Direct Sales personnel, Technical Sales/Sales Engineering and Inside Sales personnel who refer a direct sale that actually closes

## Referral Program<sup>1</sup>

### General Terms and Conditions

- Opportunities must be logged with the appropriate division and accepted; subject to management review and approvals
- All opportunities have to meet or exceed minimum deal sizes (bookings) as per business terms below
- Referral incentive is available for NEW customers not currently in the pipeline
- Opportunities must close within 6-12 months (see specific terms below per business area)
- Referral forms to division and CRM entries must be completed
- License compliance opportunities not included
- Limited to Trimble Authorized Distributors and all sales employees of participating businesses (named above) from Trimble Construction
- Software SaaS and licenses and qualified hardware only; no services (except Consulting/VDC)
- Payments will be made with your normal commission payment
- This referral program is valid until December 31, 2020 and subject to change at any time

## Referral Compensation Structure:

	Referral to ARCH	Referral to CCSS	Referral to CCFS	Referral to Consulting /VDC	Referral to FTG <sup>1</sup>	Referral to MEP	Referral to PPM	Referral to Real Estate	Referral to STR	Referral to Viewpoint
Referral from ARCH	X	\$500	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	\$250 - \$500	\$500	\$1000	\$250-\$500	\$750
Referral from CCSS	\$500	X	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	\$250 - \$500	\$500	\$1000	\$250-\$500	\$750
Referral from CCFS	\$500	\$500	X	\$500	\$750/kit \$250/XR10	\$250 - \$500	\$500	\$1000	\$250-\$500	\$750
Referral from Consulting/V DC	\$500	\$500	\$750/system \$250/SiteVision	X	\$750/kit \$250/XR10	\$250-500	\$500	\$1000	\$250-\$500	\$750
Referral from Dealers	\$500	\$500	\$750/system \$250/SiteVision	\$500	\$2000/kit sold	\$250 - \$500	\$500	\$750	\$250-\$500	\$750
Referral from FTG	\$500	\$500	\$750/system \$250/SiteVision	\$500	X	\$250 - \$500	\$500	\$1000	\$250-\$500	\$750
Referral from MEP	\$500	\$500	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	X	\$500	\$1000	\$250-\$500	\$750
Referral from PPM	\$500	\$500	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	\$250 - \$500	X	\$1000	\$250-\$500	\$750
Referral from Real Estate	\$500	\$500	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	\$250 - \$500	\$500	X	\$250-\$500	\$750
Referral from STR	\$500	\$500	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	\$250 - \$500	\$500	\$1000	X	\$750
Referral from Viewpoint	\$500	\$500	\$750/system \$250/SiteVision	\$500	\$750/kit \$250/XR10	\$250-\$500	\$500	\$1000	\$250-\$500	X

## Architecture T&C

- Qualifying products: SketchUp Pro, SketchUp Studio
- Only opportunities with an initial (at contract signing) of \$3,000 or greater are eligible
- Opportunities must close within 6-months from date of referral

## CCSS T&C

- Qualifying products: Trimble Business Center (TBC)
- Qualifying Regions: North America and Europe
- Opportunities must close within 6-months from date of referral

## CCFS T&C

- Qualifying products: Earthworks, Siteworks, Groundworks, TMC, SiteVision
- Qualifying Regions: North America
- Opportunities must close within 6-months from date of referral

<sup>1</sup> Referrals outside the United States will be paid out in local currency; based on the amounts above translated at Trimble's period ending exchange rate in the month prior to the payment being made.

## Consulting and VDC Services T&C

- Qualifying consulting work only, including:
  - Customization, add-on software development for most of Trimble Buildings SW products
  - Integration between multiple Trimble products (such as data migration from VDC systems to Trimble Connect)
  - Integration between Trimble products and client non-Trimble systems (such as exporting to-do lists from Trimble Connect into client-proprietary tracking system)
  - BIM Execution Plans
  - Constructible BIM assessments (where is the client, how ready are they to move forward, how can we help)
  - Staff augmentation (Trimble Consulting staff on site to manage all BIM submittals for the duration of the project (example Disney)
  - Business Process re-engineering (such as in support of e-Builder implementation)
- Opportunities must yield a signed agreement of \$25,000 (USD) or greater are eligible
- Opportunities must close within 6-months from date of referral

## Field Technology Group (FTG) T&C

- Qualifying products: A Kit including an RTS, RPT, Laser Scanner or GNSS receiver
- Crewsight and AllTrak Cloud (Opportunities over \$25,000)
- Pay \$250 for each referral of an XR10 w Trimble Connect for HoloLens. For larger volume orders the referral will be reduced. For 10-50 units it will be \$100 per device.
- Dealer referrals apply to Trimble distribution partners that do not have access to the relevant FTG portfolio
- Opportunities must close within 6-months from date of referral

## Mechanical, Electrical, Plumbing (MEP) T&C

- Qualifying products and regions:
  - NA: \$500 Sysque, Accubid Enterprise, and Autobid
  - NA: \$250 EC-CAD, Building Data ITM, Tra-Ser, Submittal Manager, Estimation, and Accubid Classic
  - UK: £350 SysQue/Stabicad, Enterprise Estimating & Business Software
  - UK: £175 ProDesign 100 +, ProDesign 3D, & Service Manager
  - EUR: €400 Nova, Stabiplan, Snap (Estimating & Business Software)
  - Middle East: £175 ProDesign 100 +, ProDesign 3D
- Opportunities must close within 12-months from date of referral

## Project & Program Management (PPM) T&C

- Qualifying products only: e-Builder Enterprise, Prolog, ProjectSight
- Opportunity customers must reside within the United States or Canada
- Opportunities must close within 12-months from date of referral
- Only opportunities with an initial (at contract signing) of \$10,000 or greater are eligible

## Real Estate T&C

- Qualifying products only: Manhattan IWMS, Centerstone, Trimble Basis, Manhattan Space Scheduling
- Only opportunities with an initial (at contract signing) contractually committed 3 year SaaS value or on-premise license value of greater than \$100,000 (£75,000, €85,000 or AUD\$140,000) qualify for a referral
- Opportunities must close within 12-months from date of referral

### Exclusions

- SaaS contracts with termination for convenience language effective prior to initial 3 years are not eligible for referral fee
- Referrals for deals that are only Professional Services are not eligible for a referral fee

### Structures T&C

- Qualifying products: Tekla Structures, Tekla Structural Designer, Tekla Tedds, Tekla PowerFab, Modelogix, Winest
- Qualifying regions: USA, Mexico, Brazil, UAE, India, UK and SEA (Singapore, Indonesia, Malaysia, Thailand, Hong Kong, Brunei, Myanmar), Japan, China, South-Korea, Finland, Sweden, Germany, France
- Opportunities with an initial (at contract signing) of \$5,000 or greater are eligible
- Referral compensation \$250 for orders less than \$15,000; \$500 for orders \$15,000 or more
- Opportunities must close within 6-months from the date of referral

### Viewpoint T&C

- Qualifying products: Vista, Spectrum, Viewpoint Team, Viewpoint HR Management, Viewpoint Field Management, Viewpoint Financial Controls, Viewpoint Field View, VFP, Jobpac
- Qualifying regions: North America, EMEA & APAC
- Opportunities must close within 12-months from date of referral

### Registering a sales opportunity

Any referral must be registered with the appropriate division via this link:

<http://go.trimble.com/BuildingsReferralProgram.html>.

Contacts that will receive notification of the referral are as follow:

Division	Region	Contact Name
Architecture	All Americas, NAZ	Shane Schott
	ROW	Mark Lauricello
CCSS	North America	Delonden Harris
	EU	Bitu Popovic
CCFS	All	Paul Thomas
Consulting & VDC	All	Cyndee Hoagland
FTG	Americas	Joe Tomasino
	Europe	Francois Metteil
	LEM	Matt Ramage
	ROW	Ken Shawler
MEP	Americas/Asia	Yasaman Sadeghian
	EMEA	Ria Leeuwenburgh
	UK	Ria Leeuwenburgh
PPM	All	Laura Bailey

Division	Region	Contact Name
REWS	All	Oliver Ridgwell
Structures	Brazil	Fatima Goncalves
	China	Yi Zheng (Tei)
	Finland	Jarmo Manninen
	France	Jean-Yves Vetil
	Germany	Jorma Zielinski
	India and ME	Paul Walleth
	Japan	Kozo Hamasaki
	South East Asia	Ann Lo
	South Korea	Wan-Soon Park
	Sweden	Tomas Ray
	UK	Richard Fletcher
	USA and Mexico	Carl Taylor
Viewpoint	All	Nori De Vega

### Acceptance of registered opportunity and follow up

- Upon receipt of the above information, the opportunity will be logged in the enterprise instance of Salesforce and then assigned out of there IF the relevant group is not using that instance of SFDC; the opportunity can also be logged into the divisional CRM if desired. The opportunity MUST be logged in CRM.
- A notice of acceptance or denial will be sent within 48-hours, by the divisional contact in the above table.
  - Denial will occur if a sales opportunity currently exists or if the referral is not a qualified or quality opportunity.
- Referral opportunities will expire after 6-12 months.
- Notice will be given and payment will be made to the salesperson upon closure of the opportunity on a quarterly basis.

### Payment of referrals

- Once a referring opportunity has closed, the selling division contact (listed above), must complete the [Trimble Connected Construction Shared Referrals Program - Payment Submission Form](#) to activate payment in the system for the referring sales representative. Failure to do this will result in the referren sales representative from being paid under the program guidelines.