



## **Boviet Solar USA (BSUSA) & AD energyFORCE (AD) – Sales Incentive Q3 2016**

In an effort to drive BSUSA sales via the AD network, we are offering an all-expense paid 4 day trip to our manufacturing facility in Bac Giang, Vietnam. You will get to see first-hand how modules are created, witnessing each step of the manufacturing process. Participants will leave with a deep understanding of what goes into producing BSUSA modules providing extra value to the sales process.

The qualifying period will run through all of Q3 and the reward trip will take place during the 2<sup>nd</sup> week of November 2016. For each qualifying AD partner, Boviet Solar will send one member of the partner's team to Vietnam.

### **Location:**

B5, B6, Song Khe Industrial Zone, Noi Hoang District Bac Giang Province, Vietnam, (1hr North from Hanoi)

### **Other Information:**

Updated passport & Visa

### **Incentive Parameters:**

- Incentive for volume shipped to each office in Q3 2016
- Must take delivery of at least 4 containers per AD member to qualify
- Minimum 2MW collectively ordered from AD in Q3 across all AD members
- AD Partners must be within credit terms / Net 30

### **Following modules qualify for the incentive plan:**

- BVM6610 250MBB @ Tier Pricing for all AD Members
- BVM6610 255MBB @ Tier Pricing for all AD Members
- BVM6610 255PWW @ Tier Pricing for all AD Members
- BVM6612 300PWW @ Tier Pricing for all AD Members
- BVM6612 305PWW @ Tier Pricing for all AD Members



### **About Boviet Solar USA**

Boviet Solar USA, a solely owned subsidiary of Powerway Group Co. is the largest fully automated solar manufacturing facility in Vietnam. With 400MW capacity and rapid expansion plans to reach 1GW, we are positioned to provide performance conscious solutions to customers in the residential, commercial, and utility segments. Our regional headquarters are located in California with six warehouses across the country to accelerate deliveries. Learn more about us at [www.boviesolarusa.com](http://www.boviesolarusa.com)