

1in1 Optimizers SO Buy&Give Incentive

- **Incentive period:** 2024.09.01-2024.12.31
- **Incentive products:** SUN2000-2-6KTL-L1, SUN2000-8/10K-LC0, SUN2000-3-10KTL-M1、SUN2000-10KTL-BEM1、SUN2000-5-12K-MAP0、SUN2000-12-25KTL-M5、SUN2000-12-25K-MB0、SUN2000-10K-MAP0-BE、**SUN5000-8/12K-MAP0、SUN5000-17/25K-MB0**
- **Gift Model:** **SUN2000-450W-P2 or SUN2000-600W-P**
- **Incentive objects:** Golden+, Golden, Silver tier-2 partners, and Tier-1 Partners(only for whitelist KA)
- **Incentive scheme:**
 - For each kW SUN2000 residential inverter sold by Golden+/Golden/Silver tier-2 partners, get one optimizer for free from tier-1 partners.
 - For each kW SUN5000 residential inverter sold by Golden+/Golden/Silver tier-2 partners, get two optimizers for free from tier-1 partners.
- **Acceptance conditions for Tier-2:**
 1. **Sales report:** including the product model, delivery date, quantity, and serial number.
 2. **Activity proofs:** including but not limited to screenshots of activities on the official website, activity leaflets/posters, and social media posts within the promotion period.
 3. **SO evidence:** invoices or delivery notes.
- **Acceptance conditions for Tier-1:** Delivery note of optimizer gifts
- **Incentive settlement:**
 1. **For Golden+/Golden/Silver Partners: Receive physical optimizer gifts from tier-1 partners**
 2. **For Tier-1 partners: Huawei will issue the corresponding amount of CN to tier-1 partners after the delivery**
- **Settlement period:** Every 1-3 month(Depends on the settlement ability of each rep)
- **Note:**
 - (1) Only acceptance materials related to the inverter are required and do not need to check whether the tier-2 partner gives the same quantity optimizers to their customers.
 - (2) The full-configured optimizer program will continue.
 - (3) The optimizer gift models: 450W or 600W are not restricted, tier-1 partners can give any models according to their inventory.
 - (4) 3.68KTL-L1 can get 4 optimizers, and 4.6KTL-L1 can get 5 optimizers.

Inverter – Free Optimizer Quantity Mapping Table

SUN2000 Inverter Model	Free Optimizers Quantity/pcs
SUN2000-2KTL-L1	2
SUN2000-3KTL-L1	3
SUN2000-3.68KTL-L1	4
SUN2000-4KTL-L1	4
SUN2000-4.6KTL-L1	5
SUN2000-5KTL-L1	5
SUN2000-6KTL-L1	6
SUN2000-3KTL-M1	3
SUN2000-4KTL-M1	4
SUN2000-5KTL-M1	5
SUN2000-6KTL-M1	6
SUN2000-8KTL-M1	8
SUN2000-10KTL-M1	10
SUN2000-10KTL-BEM1	10
SUN2000-12KTL-M5	12
SUN2000-15KTL-M5	15
SUN2000-17KTL-M5	17
SUN2000-20KTL-M5	20
SUN2000-25KTL-M5	25

SUN2000 Inverter Model	Free Optimizers Quantity/pcs
SUN2000-8K-LC0	8
SUN2000-10K-LC0	10
SUN2000-5K-MAP0	5
SUN2000-6K-MAP0	6
SUN2000-8K-MAP0	8
SUN2000-10K-MAP0	10
SUN2000-12K-MAP0	12
SUN2000-12K-MB0	12
SUN2000-15K-MB0	15
SUN2000-17K-MB0	17
SUN2000-20K-MB0	20
SUN2000-25K-MB0	25
SUN2000-10K-MAP0-BE	10

SUN5000 Inverter Model	Free Optimizers Quantity/pcs
SUN5000-8K-MAP0	16
SUN5000-12K-MAP0	24
SUN5000-17K-MB0	34
SUN5000-25K-MB0	50