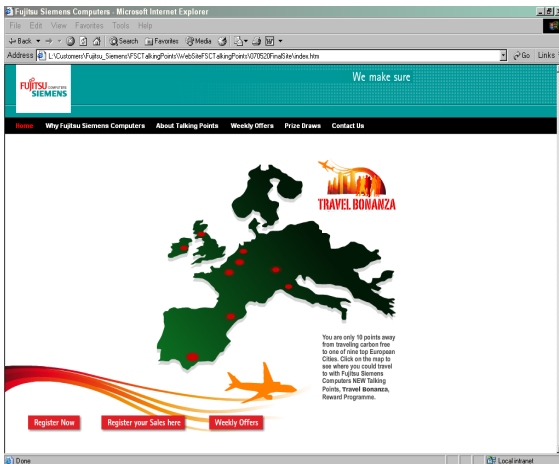


LOYALTYNET

User Story



Unprecedented success of Fujitsu Siemens programme sees 250 partners using the programme in the first three months.

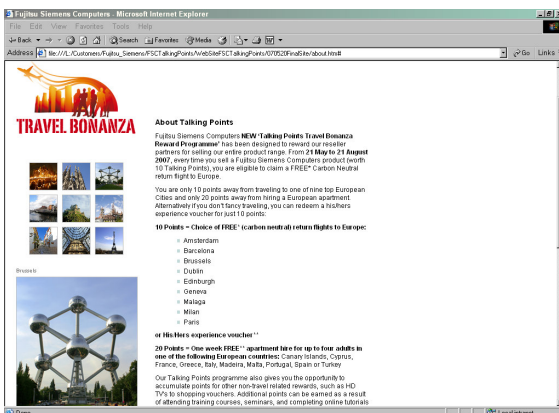


Fujitsu Siemens Computers' new generation of online partner incentive programme, Travel Bonanza, has been an instant success with their partner community. With over 250 partners joining in the first three months, the programme has quickly become more successful than any previous FSC incentive initiative.

The programme branding matches that of the FSC channel partner portal and enables members to register sales and claim a wide range of rewards.

Among the most popular rewards are the vouchers for holiday apartments throughout Europe including locations such as the Canary Islands, Cyprus, France, Greece, Italy, Spain, Portugal and Turkey. For those members not wanting to venture quite so far afield there are the 'His and Hers' vouchers including pro rally drive, scuba diving, aromatherapy courses and wine tasting.

Members are also incentivised to complete online product training to drive partner staff sales effectiveness and product knowledge.



"Loyaltynet programmes have been an unprecedented success and undoubtedly contributed significantly to the recognition of our unparalleled commitment to the channel".

Channel Development Manager
Fujitsu Siemens Computers