



## BID OPPORTUNITY CHALLENGE FORM

Fax or mail to:  
"The Great Intel Challenge"  
Awards Headquarters  
Fax: 1-913-888-9324  
14865 West 105th Street  
Lenexa, Kansas 66215-2007  
Phone: 1-800-806-0790

### ☐ SALE OF UNIT

- Sell any EtherExpress™ PRO/100 adapter using bid pricing and you and one "Key Supporter" earn 1 entry into the next drawing.
- If you sell any PRO/100 adapter using bid pricing, you and your "Key Supporter" can also earn cash awards.
- Attach a copy of the reseller's invoice to customer and complete the bid certification sheet below.

Type of Unit Sold	SKU #	# Units Sold	SPIFF per Unit	Total
EtherExpress PRO/100 Adapter	PILA8465	_____	\$4 plus 1 entry	_____
EtherExpress PRO/100 Adapter	PILA8485	_____	\$4 plus 1 entry	_____
EtherExpress PRO/100 Adapter	EILA8265	_____	\$4 plus 1 entry	_____
SPIFF Total =				_____
SPIFF Total = _____ OPTIONAL SPIFF SPLIT: SE portion (50%) _____ Sales portion (50%) _____				

### ☐ Sales Representative or Sales Engineer Submitting Form

Name \_\_\_\_\_ First String Customer No. \_\_\_\_\_  
Home Address \_\_\_\_\_ SSN# (must be included) \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Reseller Name \_\_\_\_\_ Phone \_\_\_\_\_ Internet ID \_\_\_\_\_

### ☐ Reseller Supporter in this Evaluation Placement or Sale (SE, SR, etc.)

Name \_\_\_\_\_ First String Customer No. \_\_\_\_\_  
Home Address \_\_\_\_\_ SSN# (must be included) \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

*Including a "Key Supporter" does not reduce your chances of winning in the drawings!*

#### RULES

- Forms must be submitted within 45 days of reseller's invoice to customer.
- Participant information must be completed in full.
- Claim form subject to all rules of the program.
- All other rules of the Great Intel Challenge apply.

I certify that the sale of EtherExpress PRO/100 product represented on the attached invoice is the result of bid pricing received from my supplier \_\_\_\_\_ on bid # \_\_\_\_\_ (if available).  
(supplier name)





# Official Program Rules

## Program Period

- Program runs from April 17, 1995 through September 30, 1995. Quizzes must be completed by midnight September 30, 1995.

## Participants

- All sales representatives and sales engineers at Intel Resellers in the United States and Canada. Must be 18 years or older, and legal residents of the U.S. or Canada.

## Eligible Products

- The Intel Phone Challenge, evaluation and sales drawings will focus on various Intel Smart Network products over the course of the program.

## Eligible Activities

- Earn free long distance time for successful participation in the Intel Phone Challenge.
- Earn entries into drawings for travel and merchandise for the following:
  - Successful participation in the telephone challenges 1 per level attempted
  - Placing evaluation units of eligible products with your qualified customers 10 per unit placed
  - Sales of eligible products 1 per unit sold
  - Participation in selected Intel seminars and training events 5 per event
- Earn SPIFF awards for sales of the eligible SKUs on page 3.

SPIFF awards may be shared equally between a sales representative and a sales engineer. For example, a \$20 SPIFF award would be split evenly between the sales representative and the sales engineer. In the event that a split is not requested, the first Challenge Form received by Intel will receive the entire SPIFF award.

## How To Participate

### 1. Enroll in the program

- If you have an Intel First String Customer Number, you are automatically enrolled in the program.
- If you do not have a phone card or an Intel First String Customer Number, have lost your number, or are recently employed with your reseller, you can enroll over the telephone by calling 1-800-806-0790, Monday-Friday, 8:00 am to 5:00 pm CST. A customer number and/or phone card will be sent to you, at which time you can call in to take the challenge.

### 2. Take the Intel Phone Challenge

- With your Intel First String Customer Number, you can take the challenge and earn free long distance time and drawing entries. Call 1-800-679-8770 at anytime, 24 hours a day.
- Information on future phone challenges will be made available at a later date.

### 3. Reporting Sales and Drawing Entries and SPIFF Awards

- For each eligible evaluation unit placed, complete the Challenge Form with evaluation unit serial number and fax to 913-888-9324, or mail to Award Headquarters.
- For each eligible unit sold, complete the Challenge Form, attach a photocopy of the reseller's invoice to customer and fax to 913-888-9324, or mail to Award Headquarters.
- Challenge Forms for drawing entries must be postmarked no later than September 30, 1995. Invoices dated April 17, 1995 to April 30, 1995 will be eligible for SPIFF payment if postmarked by June 15, 1995. Invoices dated after April 30, 1995, must be submitted within 45 days of invoice date. Intel is not responsible for lost mail.
- Reseller's invoice to customer must contain reseller name and address, invoice number, customer name and address, and be dated between 4/17/95 and 9/30/95.

- Challenge Forms may be obtained by calling Intel FaxBack at 1-800-525-3019. When prompted, enter 9903 as the document number.

## Awards

- Free long distance time will be posted within 48 hours of successful completion of an Intel Phone Challenge.
- All awarded long distance time on telephone cards will expire on March 31, 1996. An individual may receive additional telephone time by calling the 800# on the phone card. Credit card payment required.
- Any two people involved in the sale of product or evaluation units are eligible for the same award entry(ies).
- Winners of travel and merchandise awards will be selected in three (3) random drawings during the course of the program by Wood Associates, an independent judging organization. Participants are eligible for one award per drawing. All decisions are final and binding. Odds of winning will be determined by the number of eligible entries. Winners will be notified by telephone or mail within 30 days of the drawing date and will be given instructions on how to claim their prize.
- There will be three drawings during the course of this program. In each drawing, the following prizes will be awarded:

Award Level	Description	# Winners	Total #
		Each Drawing	Winners
Grand Prize	Challenge of a Lifetime Adventure*	2	6
1st Prize	Ski equipment	6	18
2nd Prize	Inline skates	10	30
3rd Prize	Adventure wear jacket	90	270
4th Prize	"The Great Intel Challenge" sweatshirt	600	1800

\*Trip is for two people. Winner may choose from a selection of destinations.

- Chances for drawing are not transferable.
- Awards are not transferable and cash payments are not available in lieu of merchandise or travel awards.
- Processing of SPIFF awards are subject to verification of sales reporting information. Please allow 60 days for receipt of check.
- Intel reserves the right to offer merchandise, travel or services of equal or greater value if published award is not available.
- All travel awards must be booked by 3/31/96. Travel must be completed by 12/31/96.

## Rules and Conditions

- Recipients are responsible for any and all applicable federal, state, and local taxes that may be incurred on any award received. After this program ends, Intel will issue IRS Form 1099 for each award received.
- Intel reserves the right to audit all Program records to ensure the proper implementation of the program and reporting requirements. Misuse or violation of the Program or the Official Program Rules may result in disqualification from the Program and forfeiture of all earned awards.
- Intel Corporation reserves the right to alter, amend or cancel this program at any time without notice. Interpretations of all program rules will be made by Intel. All decisions are final.
- This promotion is sponsored by Intel Corporation, 5200 N.E. Elam Young Parkway, Hillsboro, Oregon 97124. Employees of Intel Corporation, and their families, their affiliates, subsidiaries, distributors, fulfillment companies and advertising and promotion agencies are not eligible to participate.
- Mail order resellers are not eligible to participate in the SPIFF portion of this program.
- Products sold with bid pricing are not eligible for SPIFF awards.
- Drawing participation is void where restricted or prohibited by law.
- For a list of major prize winners, send a stamped, self-addressed envelope to "The Great Intel Challenge Winners," Award Headquarters, 14865 West 105th Street, Lenexa, Kansas 66215-2007 by October 15, 1995, 1-800-806-0790 voice, 1-913-888-9324 fax.