

## ***Raw Data Inc.'s Customer Referral Program***

Raw Data's Referral Program is designed to show our appreciation and thank you for referring companies to us that you believe would benefit from Raw Data's hardware/software solutions and unsurpassed services.

To reap the rewards from Raw Data's Referral Program, all you need to do is tell your business associates about Raw Data's industry-leading information capture, document imaging and digital distribution products and services -we provide integrated solutions that capture, store, manage and distribute business critical information.

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**For each new customer  
you refer you receive a  
generous commission  
after the sale is closed.**

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### **How can I identify a solid prospective customer for referral?**

Whenever you come across any friends, delegates, business partners and/or employers looking for information capture & document imaging (scanning) solutions, just refer their business contact information to us and we will do the necessary legwork to complete the sale. Some of the characteristics of a company needing our products and services include any of the following:

- ▶ Has paper, paper everywhere but is running out of physical storage space.
- ▶ To retrieve a filed document takes minutes, hours or days instead of just seconds.
- ▶ Lost or misfiled documents is common.
- ▶ Company desires to go "paperless"
- ▶ Company has a moderate to large data entry staff (more than 5) entering data from forms.
- ▶ Company desires to automate the manual data entry process.
- ▶ Anyone looking to "SCAN" documents.
- ▶ Is currently distributing marketing content via manuals or paper but would like to use CDs or DVDs.
- ▶ Still recording audio material on cassettes (i.e. church sermons).
- ▶ Anyone who would like to archive their data to CD or DVD.

### **What is the process for referring business associates or leads to Raw Data?**

- ▶ Tell your business associates about Raw Data's data & document solutions. If they are interested, either you or your referred business associate can contact Raw Data.
- ▶ If your referred business associate contacts Raw Data, make sure that they mention your name and your company name if applicable.
- ▶ If you directly contact Raw Data with your business associate's name, Raw Data's Sales Team can take it over from there.
- ▶ Or you can simply email us with the information listed on the following page.

*Referring a lead is quick and easy*

## What happens once I refer a business associate to Raw Data?

- ▶ A Raw Data Sales Team representative will work with your business associate to become a Raw Data customer.
- ▶ If your referred business associate becomes a Raw Data customer within 180 days from the referral, you will be sent a one-time \$250.00 American Express Gift Check.
- ▶ There's no limit to how many gift checks you can receive, so submit as many referrals as you wish!

## What if I refer a lot of customers to Raw Data?

Well, if that happens, we would encourage you to consider joining our team by becoming a Commission-based Sales Associate! Raw Data is always looking for aggressive, sales-driven individuals, who are interested in building a sales career in the exciting industry of data & document technologies. Raw Data pays you generous commissions based on your sales. If you enjoy sales, this could be a quick way to put big money in your pocket!

How can I email this information to Raw Data?

Just send the following information to  
sales@rawdatainc.com:

### Your Information

- ✓ Name
- ✓ Company
- ✓ Address
- ✓ Telephone
- ✓ Email

Also, don't forget the most important information - your referral's contact info.

### Customer Referral Information

- ✓ Company Name
- ✓ Contact Person & Title
- ✓ Telephone
- ✓ Email Address
- ✓ Comments (briefly explain their need)

## What are the Terms and Conditions of Raw Data's Referral Program?

Raw Data's Referral Program is subject to Terms and Conditions. You can find these Terms and Conditions below.

1. A successful referral denotes a sale/deal is made between Raw Data, Inc. and your referred party.
2. To be eligible for gift check, a sale would have to be made between your referred party/company and Raw Data, Inc. in 6 months (or 180 days) from the date of referral registration. Subsequent sales/deals between Raw Data and your referred party/company will be excluded from this program.
3. You should have no authority in the customer buying decision.
4. You shall not accept the referral prize or the equivalent value without your employer's permission.
5. You will be notified for gift redemption when a full amount of the invoice of the sale or deal is settled.
6. A completed IRS W-9 form will be required prior to processing and issuance of your Referral Program gift check.
7. The gift, if not available, may be substituted by another item with equivalent value without prior notice.
8. Self-referral or referral of any person within the same department will not be accepted.
9. In any disputes, Raw Data's decisions will be final.

## More Information

For further information about Raw Data's Referral Program please contact a Raw Data Sales Team representative toll-free at 1.800.839.1671 ext.12, or email:  
sales@rawdatainc.com.