

Q4 2011 Cert VAR Promo

Between October 1 and December 31, BridgeWave is offering

BW80/BW80X Double Capacity Upgrade Promotion

BridgeWave is offering an exclusive offer to save on the upgrade of new BW80 and BW80X links. For a limited time, Certified VARs can purchase a BW80 or BW80X link from an Authorized BridgeWave Distributor and receive the key to upgrade the capacity over the link to the next higher level for free (up to 1 Gbps max). This promotion is exclusive for Certified VARs, which can be passed on to the customer in the form of a discount or used to increase your profit. See below for qualifying products and incentives.

PROMOTION

The *BW80/BW80X Double Capacity Upgrade Promotion* offers huge savings on the software upgrades that allow BW80 to operate at higher rates than the base unit. For example, buy a BW80/X at the base rate of 125 Mbps, and you will receive a free upgrade to 250 Mbps. Buy a BW80/X at the 500 Mbps rate, and you will receive the free upgrade to 1000 Mbps (1 Gbps). The chart below details the savings off from list price for the upgrades covered by this promotion:

Qualifying Products	Upgrade to	Price (radio + upgrade)	Savings (list)
BW80 @ 125 Mbps	250 Mbps for free	\$18,250 + \$0 = \$18,250	\$2,800
BW80X @ 125 Mbps	250 Mbps for free	\$20,750 + \$0 = \$20,750	\$2,800
BW80 @ 250 Mbps	500 Mbps for free	\$18,250 + \$2,800 = \$21,050	\$3,200
BW80X @ 250 Mbps	500 Mbps for free	\$20,750 + \$2,800 = \$23,550	\$3,200
BW80 @ 500 Mbps	1000 Mbps for free	\$18,250 + \$6,000 = \$24,250	\$3,250
BW80X @ 500 Mbps	1000 Mbps for free	\$20,750 + \$6,000 = \$26,750	\$3,250

Q4 2011 CERTIFIED VAR BW80/X DOUBLE CAPACITY UPGRADE PROMOTION TERMS AND CONDITIONS

1. Offer only applies to BridgeWave Certified VARs purchasing new BridgeWave BW80 or BW80X products that are not customized or, refurbished.
2. Discount for BW80/X-UPG will be taken at the Point of Sale from the distributor.
3. Offer valid only on upgrade purchased at the time of original sale of BW80 & BW80X. Does not apply to upgrades sold as standalone products for existing links.
4. All sales must be validated by BridgeWave's Authorized Distributors' Point-of-Sale (POS) reports with the customer of record name matching the name of the VAR.
5. Offer applies to registered deals with BridgeWave only by Certified VAR as outlined in the BridgeWave Channel Promise Program.
6. Product returned for credit through a BridgeWave Authorized Distributor does not qualify.
7. This promotion cannot be combined with any other promotion, special discount, offer or incentive.
8. Promotion valid for products shipped from a BridgeWave Authorized Distributor from October 1 through December 31, 2011.
9. This offer cannot be extended or combined with any other offer.

For more information, please contact BridgeWave at:
1 (866) 577-6908 sales@bridgewave.com

BridgeWave products cannot be returned for credit to qualify. This offer is subject to change without notification. Some restrictions apply.

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