

Drive for the Green

Qualification Form

Please Provide the following to Claim Your Award

Customer Company Name and Contact: _____

Contact Phone Number: _____ SAP Sales Rep. Name: _____

Digital SAP Sales Driver : _____ SAP Sales Rep. Phone Number: _____

SAP R/3 Software License Number : _____ SAP Sales Rep Social Security # _____

SAP R/3 Application : _____ Date of SAP Sale : _____

SAP R/3 license dollar amount billed to customer : _____

Digital platform / hardware dollar amount : _____

Digital Regional Sales Manager : _____

Digital Regional Sales Manager Signature : _____

Circle Award Selected Golf Clubs U2000 Notebook

Digital SAP Sales Driver Signature: _____

SAP Sales Representative Signature: _____

Name _____

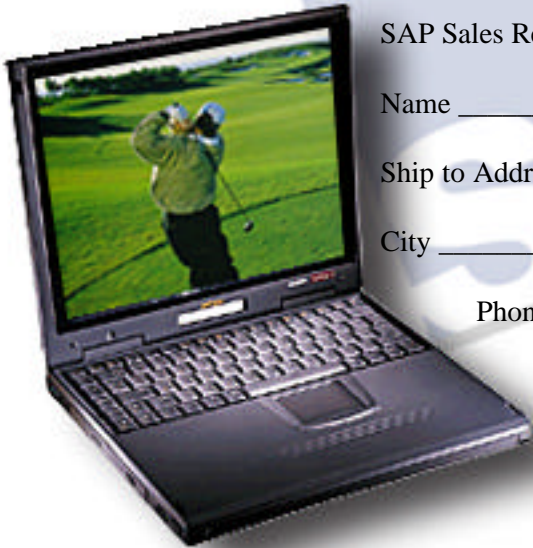
Ship to Address _____

City _____ State _____ Zip _____

Phone _____

All forms must be received by Digital no later than July 15, 1998 to qualify. Random audits may be necessary. These forms are to be sent to

Tina Scarbrough via FAX 978-506-4341 & mail to
153 Taylor Street, Littleton TAY2-2, MA 01460 The
winning Sales Representative is responsible for all taxes
associated with this award.



Program Description: This promotional program is sponsored by Digital Equipment Corporation's TeamSAP Americas. This special promotion is geared towards rewarding sales representatives of SAP Americas and our Channel partners for closing **NEW** business in the sale of SAP R/3 applications on the Digital hardware platform between April 1, 1998 and June 30, 1998 inclusively.

Qualification Criteria: To be eligible for consideration, the SAP/Digital installation must meet the following criteria:

- It must be a **NEW** installation of SAP R/3 on the Digital hardware platform. Upgrades to existing Digital platforms **ARE NOT** eligible.
- The **NEW** SAP software license revenue must be \$250,000 or greater in value.
- The Digital hardware must be purchased by the end-user customer either directly from Digital or through a Digital reseller partner.

Revenue and License Verification: The hardware/software revenue will be tracked via direct revenue reports and sales-out reports from Digital reseller partners. The hardware sales will be cross-referenced with license reports from participating SAP partners. All awards must receive final approval by Digital management. This prize is subject to applicable taxes and the responsibility of the award recipient.

digital

For more details contact the Digital SAP Sales Driver for your region or visit the Digital TeamSAP web site at <http://www.decteamsap.com>