

Sales Bulletin



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Navico Updates Certification Program, Demo Boat Order Process

Navico has updated its Dealer Certification Program, opened Customer Portal for Demo Boat/Showroom/Boat Show orders and has made available new Co-Op and Price Protection online forms.

Certification Program Update

- **Industry Certificate**
Technicians can now become certified for B&G and/or Simrad with a valid NMEA certificate or other applicable industry certificate. Certification will expire based on the expiration date of the industry certification.
- **Certification Period**
The certification period will be two years for new technicians – that do not hold a valid NMEA certificate or other applicable industry certification – who are granted access to Navico Online Learning Academy (NOLA) after July 1, 2020. For example; if a technician is granted access on July 1, 2020, their certification will begin once they reach 100 points, and will expire on July 1, 2022.
- **Certification Class Expenses**
If you are submitting a Coop claim for reimbursement of Certification Class Expenses (class cost only, no travel and expenses), you must use the Navico Online Co-Op Advertising Claim Form. We will not accept any claims for certification class expenses, unless received via the online claim form. The claim will be reviewed by the Navico Territory Manager (TM) assigned to your account, and providing no issues they will submit for processing. Once approved, a credit will be generated up to your available earned coop funds. If you do not have enough earned coop funds to cover the full cost of the claim, a partial credit will be issued and the claim will be reviewed the following month. If the TM has any questions regarding the claim, they will reach out to you directly.

Click the following link to access the updated Navico Dealer Certification Program Document:

<https://assetbank.navico.com/assetbank-navico/assetfile/43353.pdf>.

Demo Boat/Showroom/Boat Show* Orders

We are pleased to announce that effective July 1, 2020, Demo Boat/Showroom/Boat Show orders can now be placed through the Navico Customer Portal. All such orders require prior approval by your Territory Manager (TM).

Please submit your Demo Boat/Showroom/Boat Show orders to your TM for their approval, and you will be provided with a code to enter in the Promo Code field as part of the order checkout process. By entering this code, you will receive the approved discount on your order.

We encourage all customers to use Customer Portal for all of your ordering needs. Any customer paying via credit card, or on a credit card as standard payment terms, will be required to use the Customer Portal for the ordering process. This will ensure Navico remains PCI DSS (Payment Card Industry Data Security Standard) compliant. If you have questions regarding Customer Portal, or do not have access, please reach out to your TM, or Customer Operations Specialist (COS), for more information.

* Eligibility for these types of orders is based on your approved programs.

New Online Forms Available

Click the link below to access the new Navico Co-op Claim Form.

<https://fs4.formsite.com/NavicoClaims/Co-OpClaim/index.html>

Click the link below to access the new Navico Price Protection Form.

<https://fs4.formsite.com/NavicoClaims/PriceProtection/index.html>

Navico Customers with a single sign-on username and password may obtain pricing information from the Navico Customer Portal: <https://customerportal.navico.com/>.

If you need assistance with your username and/or login for the Navico Asset Bank, please contact your Customer Operations Specialist.

For More Information:

U.S. Based Resellers Technical and Order Support: (800) 324-4737

Canada Based Resellers Technical Support: (855) 361-1564

You may also send any inquiries via email to the addresses listed below, according to your sales-group classification:

- OEM/Boatbuilder – oem-bb@navico.com
- International/Latin America – international@navico.com
- National Retail – retail@navico.com
- Dealers/Distributors – orders@navico.com