

## MEMORANDUM

RUJ : TONE/2024/07 BM  
TARIKH : 11hb MAC 2024  
PERKARA : **STATUS PANGKAT BRANCH - OKU**  
KEPADA : AHLI-AHLI TONE EXCEL DAN TONE PLUS

Ahli-ahli yang dihormati,

Dokumen ini berfungsi untuk memberi penjelasan mengenai perkara Petunjuk Prestasi Utama (KPI) untuk Ahli OKU.

*Rujukan dibuat kepada:*

*DOKUMEN #1:*

*PROGRAM USAHAWAN OKU TONE WOW ( Ruj: TW/20190815/EN & BM)*

*DOKUMEN #2:*

*KPI PRESTASI PANGKAT BRANCH (TONE/20240301/EN & BM)*

Jadual berikut adalah pindahan kepada DOKUMEN #1.

Auto Promosi Ke	Kriteria Semasa	Usahawan OKU
Ahli Biz	RM 100	<b>RM 80</b>
Junior Centre	RM 200	<b>RM 160</b>
Service Centre (TONE PLUS)	RM 200	<b>RM 160</b>
Service Centre (TONE EXCEL)	RM 500	<b>RM 320</b>
Premium Service Centre	RM 500	<b>RM 320</b>
Branch	RM 3,000	<b>RM 1,000</b>

Merujuk kepada pengekaln Pangkat Branch, SYARAT YANG SAMA dikenakan kepada Ahli OKU yang berpangkat Branch TONE (mengikut DOKUMEN Memo #2: KPI PRESTASI PANGKAT BRANCH (TONE/20240301/EN & BM) kecuali KPI adalah seperti yang tertera pada jadual diatas.

KPI untuk Ahli OKU yang berpangkat Branch adalah seperti berikut:

### 1) PENDAFTARAN

PROGRAM	TONE EXCEL	TONE PLUS
PANGKAT	Branch	
TEMPOH PENILAIAN	3 bulan / 90 hari	
JUMLAH TAJAAN LANGSUNG	15 dalam 90 hari	
JENIS SIM	Lindung 2.0	

### 2) INSENTIF

PROGRAM	TONE EXCEL	TONE PLUS
PANGKAT	BRANCH	
INSENTIF MINIMA PERKONGSIAN PENDAPATAN BULANAN	RM 1,500	
TEMPOH PENILAIAN	90 hari	

### 3) PEMBELIAN SIM

PROGRAM	TONE EXCEL	TONE PLUS
PANGKAT	BRANCH	
JUMLAH PEMBELIAN SIM KAD (RM)	RM5,000	
JENIS SIM	LINDUNG 2.0	

Seperti DOKUMEN #2: *KPI PRESTASI PANGKAT BRANCH (TONE/20240301/EN & BM)*, Ahli Branch OKU hanya perlu memenuhi mana-mana 1 daripada 3 KPI yang disenaraikan di atas.

Pihak Pengurusan  
**TONE WOW SDN BHD**

## MEMORANDUM

REF : TONE/2024/07 ENG  
DATE : 11th MARCH 2024  
SUBJECT : **KPI FOR OKU BRANCH MEMBERS**  
ATTN : TONE EXCEL AND TONE PLUS MEMBERS

Esteemed Members,

This document serves to provide clarification on the matter of Key Performance Indicators (KPI) for OKU Branch Members (OKU).

Reference is made to:

*DOCUMENT #1:*

*TONE WOW OKU ENTREPRENEUR PROGRAM (Ref: TW/20190815/EN & BM)*

*DOCUMENT #2:*

*BRANCH RANK STATUS (TONE/20240301/EN & BM)*

The following table is an amendment to DOCUMENT #1.

<b>AUTO PROMOTION TO</b>	<b>CURRENT CRITERIA</b>	<b>USAHAWAN OKU</b>
Member Biz	RM 100	<b>RM 80</b>
Junior Centre	RM 200	<b>RM 160</b>
Service Centre (TONE PLUS)	RM 200	<b>RM 160</b>
Service Centre (TONE EXCEL)	RM 500	<b>RM 320</b>
Premium Service Centre	RM 500	<b>RM 320</b>
Branch	RM 3,000	<b>RM 1,000</b>

With reference to the retention of Branch status, the SAME TERMS apply to OKU persons with the rank of TONE Branch Member (as per the Memo DOCUMENT #2: BRANCH RANK STATUS (TONE/20240301/EN & BM) with the exception that the KPI is reduced.

The KPI's for OKU Branch rank Members are as follow:

### 1) REGISTRATION

PROGRAM	TONE EXCEL	TONE PLUS
RANK	Branch	
ASSESSMENT PERIOD	3 month / 90 days	
TOTAL CUMULATIVE DIRECT REGISTRATION	15 within 90 days	
SIM TYPE	LINDUNG 2.0	

### 2) INCENTIVE

PROGRAM	TONE EXCEL	TONE PLUS
RANK	BRANCH	
MONTHLY REVENUE SHARE INCENTIVE	RM 1,500	
ASSESSMENT PERIOD	90 days	

### 3) SIM PURCHASE

PROGRAM	TONE EXCEL	TONE PLUS
RANK	BRANCH	
TOTAL SIM PURCHASE (RM)	RM5,000	
SIM TYPE	LINDUNG 2.0	

As per DOCUMENT #2: BRANCH RANK STATUS (TONE/20240301/EN & BM, OKU Branch Members would only need to satisfy any 1 of the 3 KPI's listed above.

Yours sincerely,

Management Team  
**TONE WOW SDN BHD**