

CLARO ENTERPRISE SOLUTIONS CHANNEL PROMOTIONS GUIDE

CYBERSECURITY

PRODUCTS	TYPE	TERM	SPIFF
Zero Trust Endpoint Security	Service MRC	24 months – 36 months	4 MRC at 100%
CyberSOC	Service MRC	36 months or more	3 MRC at 100%
	Service MRC	24 months or more	2 MRC at 100%
	Service MRC	12 months or more	1 MRC at 50%
Better Together Q2 Promo	Sell 2 new accounts (logo) and receive an Apple Watch Series 9 (\$399 value)	Minimum 24 months	-----
	Sell 3 new accounts (logo) and receive the new 2024 iMac desktop (\$1,299 value)	Minimum 24 months	-----

IOT SOLUTIONS

PRODUCTS	TYPE	TERM	SPIFF
AI Video Analytics	\$3,000 in MRC and above*	24 months	3x MRC
	\$2,000 – \$2,999 in MRC*	24 months	2x MRC
	\$500 – \$1,999 in MRC*	24 months	1x MRC
	<i>Register your deal today and start earning 3x Commissions plus Residuals . *Max MRC \$10k per month</i>		
Asset Insight	25 devices/ \$870	36 months	3x MRC
	50 devices /\$1,745	36 Months	4x MRC
	100 devices or more / \$3,495 or more	36 Months	5x MRC

MANAGED CLOUD SERVICES

PRODUCTS	TYPE	TERM	SPIFF
Enterprise Claro Cloud *Deals of resource pool, prefixed consumption	\$3,500 in MRC and above*	12 months	1x MRC
	\$4,000 in MRC and above*	24 months	2x MRC
	\$5,000 in MRC and above*	36 months	3x MRC
	<i>*Max Spiff MRC \$20,000 per month</i>		
Cloud Backup *Licensing only	\$500–\$1,999	12 months	1x MRC
	\$2,000 – \$2,999	12 Months	2x MRC
	\$3,000 in MRC and above*	12 Months	3x MRC
	<i>*Max Spiff MRC \$10,000 per month</i>		
Cloud Backup *Licensing + Start Setup + Managed Services	\$500–\$1,999	12 months	2x MRC + 10% Start Setup
	\$2,000 – \$2,999	12 Months	3x MRC + 15% Start
	\$3,000 in MRC and above*	12 Months	4x MRC + 20% Start
	<i>*Max Spiff MRC \$12,000 per month</i>		