

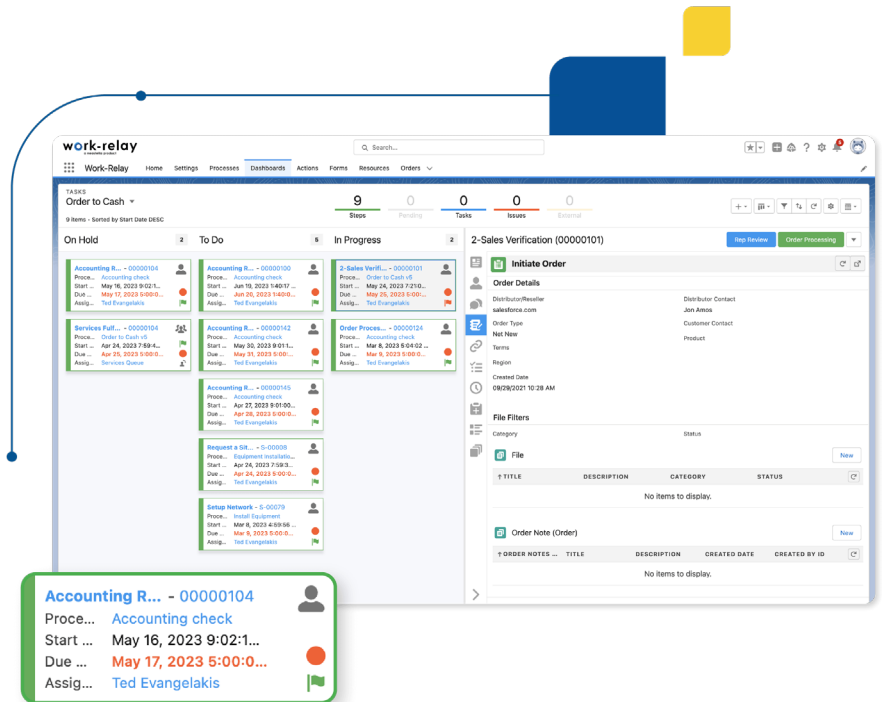
Work-Relay, a Neostella Product (A Salesforce-native BPM Solution) **spiffs for 2024 Q1 & Q2**

For any Work-Relay license deal closed between January 1, 2024 and June 30, 2024, an additional bonus on top of standard commission fees will be added if the deal reaches certain values.

Spiff #1

For any deal closed with an average ARR* between \$30k and \$75k, an additional \$5,000 will be awarded to the sourcing partner in addition to standard referral commission fees.

For any deal closed with an average ARR* over \$75k, an additional \$10,000 will be awarded to the sourcing partner in addition to standard referral commission fees.



Spiff #2

Any partners who book a Work-Relay demo with us with a prospect or client that Neostella has not previously engaged with will receive a \$200 VISA gift card.

To qualify, the prospect and client must...

- Be an existing Salesforce user, or currently implementing Salesforce, with a minimum of 25 users.
- At least one representative from the prospect/client must be in a position to influence decisions related to technology procurement or strategy
- Prospect/client must attend the demo meeting in-full
- Initial offering is capped at the first 10 qualified demos

Please reach out to Eti Eregie, Channel Manager, etinosa.eregie@neostella.com with any questions.