Exclusive Partner Spiff:
Boost your earnings and motivate your sales teams

Earn up to $7,500 with eSentire

eSentire is rewarding partners with up to $7,500 on closed won deals through October 31, 2024.

What You Can Earn:	
$50,000 - $125,000 ACV Deal	**$2,500**
$125,001 - $500,000 ACV Deal	**$5,000**
$500,001 + ACV Deal	**$7,500**

How It Works:

Ensure your deal is registered with eSentire through the **e3 Partner Portal** with fully executed agreements in place by October 31, 2024.

We'll handle the rest – tracking your deals and processing the spiff payouts to you after the deal closes.

Questions: Contact your eSentire FCM or **eSentirePartnerTeam@eSentire.com**

Terms and Conditions:

1. **Eligibility.** This spiff program ("the Program"), is a limited time incentive available to eSentire e3 partners.

2. **Program Period.** The Program begins on September 1, 2024 and ends on October 31, 2024 ("Program Period").

3. **Qualifying Sales.** A "Qualifying Sale" refers to the sale of an eSentire Managed Detection and Response (MDR) service and/or an OnDemand 24/7 Incident Response Service with a 4 Hour Threat Suppression that meets the following criteria:

   a. The sale must be completed, with a signed contract within the Program Period.

   b. The sale must meet the minimum ACV deal size, $50,000.

   c. The sale must be a minimum of 12 months in term and maintain contracted ACV for a 12-month term without termination rights.

   d. One-time, professional service, and renewal deals are not eligible.

   e. The sale must be a new logo for eSentire.

   f. The sale must be registered and approved through the eSentire deal registration process in the eSentire partner portal. Agents with a Master Partner Agreement (Technology Service Broker or Technology Service Distributor) must register deals in compliance with the TSB/D/Agent agreement.

4. **Spiff Payout Structure**
    a. The spiff payments will be awarded as follows:
        - **$50,000 - $125,000 ACV deal:**   **$2,500**
        - **$125,001 - $500,000 ACV deal:**   **$5,000**
        - **$500,001 + ACV deal:**   **$7,500**
    b. The maximum spiff payment per Qualifying Sale is $7,500, regardless of the deal size.

5. **Payment Process**
    a. Spiff payments will be made to the Partner.
    b. eSentire will make best effort to award spiff payments within 30 days after verification and approval of the Qualifying Sale.

6. **Verification and Approval**
    a. eSentire reserves the right to verify all sales before approving any spiff payment.
    b. eSentire's decisions on eligibility, Qualifying Sales, and spiff payments are final and binding.

7. **General Conditions**
    a. Participation in the Program constitutes acceptance of these Terms and Conditions.
    b. eSentire reserves the right to modify, suspend, or terminate the Program at any time without prior notice. Any modifications to the Program will be communicated to Participants via email and / or the eSentire e3 Partner Portal.
    c. Customer termination of service(s) at any point during the service term may result in a recoupment of spiff payment.
    d. Disputes: Partner must provide notice of dispute within 90 days of the award. Partner must provide notice of any missing incentive awards in writing within 90 days of after incentive should have been awarded.

eSENTIRE