



1X Committed MRR

Help your customers transform their WAN and enhance their security with Cato SASE Cloud or Cato SSE 360, and collect our 2024 SPIFF bonus of 1x committed MRR

MPLS replacement or augmentation

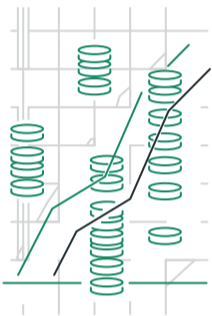
Optimized global connectivity

Work from anywhere

Secure branch internet access everywhere

Cloud acceleration and control

Deal Eligibility



“Eligible Deal” must meet the following criteria:

Only net-new customers¹

Minimum deal value of \$5,000 Commissionable MRR²
(Commissionable Revenue only)

Minimum order subscription period of 3 years

Channel led deals with North America-headquartered customers only³

Deal MUST be registered via [Cato's Partner Portal](#) and approved by Cato after January 1st, 2024, and no later than December 31st, 2024

A signed order form or customer purchase order must be received by Cato on or before December 31st, 2024

Deals registered in 2023 that meet all SPIFF criteria are still eligible for the SPIFF payment, so long as they are closed-won within 12 months from the day they were registered.

Additional T&Cs

The maximum pay-out under this program is not to exceed \$25K per Eligible Deal

This program and the SPIFF payment are subject to the commission payment and other terms and conditions of the applicable TSD agreement

This promotion may not be combined with any other current incentives or promotions. The TSD will not be eligible for any other incentives or promotions offered by Cato Networks during the time period this promotion is in effect

The SPIFF payment is a one-time payment per the initial Order for an Eligible Deal (i.e., upsells, renewals, etc. are not eligible to participate)

The TSD⁴ must submit a SPIFF payment request detailing the criteria above by December 31st, 2024

Cato Networks reserves the right to amend SPIFF qualifications, mechanics, and dates or terminate the program at any time without prior notice

1. New customers – customers that have never purchased any goods or services from Cato, either directly or indirectly. Renewals and upsells are not included.
2. Commissionable MRR, or Commissionable Reoccurring Revenue, is Commissionable Revenue only, and excludes non-commissionable SKUs like sockets, hardware professional services, one-time fees, etc. All subjects to the agreement. Terms not defined herein shall have the meanings stated in the agreement.
3. Deals must be sourced by the Agent and processed through a TSD with an active agreement with Cato. The deal must be registered on the [Cato Partner Portal](#) by the Agent or TSD, and approved by Cato.
4. TSD = Technology Services Distributor.