

DataBank Channel Managed Services Sales Program Incentive Funds (SPIF) Earn a 1x MRR SPIF on Cloud and Managed Services Deals!

The SPIF:

1x MRR SPIF available for cloud and managed services deals registered from July 1, 2024, to December 31, 2024. Deals must close by July 1, 2025 (unless extended by Databank) to be eligible for the SPIF.

The Rules:

1. New Logos Only
2. Minimum of 36-month term agreement
3. Only applicable to deals registered from 7.1.2024 to 12.31.2024. Deals must close by 7.1.2025.
4. Minimum contract of \$3,000
5. For Databank Managed Services and Cloud engagements only
6. Each SPIF is capped at \$50,000.
7. Must be registered through Databank Partner Portal.
8. SPIF is paid on eligible MRR only per the Partner Agreement (i.e., software charges or pass-through charges of any sort don't apply towards the SPIF MRR).
9. SPIF is paid the month after the customer has paid their first invoice in full.
10. All "NRC" is excluded from SPIF eligibility.

Include code **MSSPIF** in your registration for SPIF eligibility.

Program Details:

Partner and Databank agree that to win new logos, special discounted pricing for both MRR and NRC may be required, impacting overall margin and deal profitability. As such, Partner acknowledges that Databank may request that given opportunities with applicable SPIF be considered ICB engagements, and prior to contract execution are required to be approved for SPIF by DataBank at its sole discretion.

Databank reserves the right to claw back SPIF payments for the following:

1. End-client nonpayment of services
2. Early contract termination by end-client