

## H2 Large Deal Performance Mid-Year Momentum!



*We're halfway through 2024, but in this race there's no slowing down our momentum.*

Mid-Way through the year is the perfect time to keep up the momentum and we're adding more ways to earn with a new Large Deal Incentive.

We're re-launching the Large Deal incentive for H2 and we're making it better than ever.

- For H2-sales of Contact Center Pro WILL count towards deal calculations.
- For deals \$4,999 MRR and below there is now an opportunity to receive a one-time payment of \$1K for Mid-Market sized customer deals!



### Payouts:

\$10K+ MRR = **\$15K USD** payout  
\$7,501 – \$9,999 MRR = **\$10K USD** payout  
\$5K – \$7,499 MRR = **\$5K USD** payout

Sales that close in **Q3** will be eligible for **100%** of the listed payout amount.

Sales that close in **Q4** will be eligible for **75%** of the listed payout amount.



### Mid-Market Tier

Below \$5K MRR = **\$1K USD** payout

Closed sales below \$5K MRR that are a minimum 100 employee size will be eligible for a one-time \$1K USD payout for all of 2H.

### Terms and Conditions

**Promotion Period.** The Promotion Period begins July 1, 2024 and continues through December 31, 2024. Deals in funnel previous to July 1, 2024 do not qualify towards this promotion. To count a Closed Deal within the Promotion Period, the customer must have signed paperwork before midnight on the last day of the Promotion Period. GoTo reserves the right to reduce the duration of the Promotion Period on no less than 14 calendar days' advance notice.

**Eligibility.** Deals must be entered through Partner Exchange and have the "**GOBIG\$\$24**" campaign code attached. Mid-Market tier must be a minimum 2-year agreement of any product with a minimum ARR of \$2K.

**Maximum Incentive Amount.** No maximum payout limit for any one partner during the incentive period. All amounts paid to the Master Agent pursuant to the terms of your agreement. Each qualifying deal will only be eligible for one payout tier.

**No Combination.** This incentive program cannot be combined with any other incentive or similar offers provided by GoTo. Qualifying deals will only count towards one GoTo incentive calculation. (Quarterly Multiplier Program is excepted).

**Payment & Taxes.** Payment of any incentives will be made within 45 days of the end of the Promotion Period and will be paid in the same currency in which you generally receive your commission payments. You are responsible for all tax reporting and payment associated with the incentives. Deals must be both registered via Partner Exchange and closed within the Promotion Period. Closed deals must meet minimum seat requirements and/or contract values to qualify for any payout.

**Chargebacks.** GoTo may apply chargebacks for any deals that do not complete the demo during the Promotion Period. For the purposes of this program, the "chargeback" amount is equal to the cash equivalent of the incentive provided (including taxes and shipping). This is in addition to any other chargebacks that may apply under your Authorized Agent or Master Agent Agreement with GoTo.

**Relationship to Agreement.** Incentives provided under this incentive program are in addition to, and will be paid separately from, standard commissions calculated under the Authorized Agent or Master Agent Agreement you have executed with GoTo. Contracted Reseller Partners must be set up as a vendor in GoTo AP system in order to be eligible to participate and receive cash payments.