



## CHANNEL PARTNER

# Quest Rewards Program

## Effective through December 31, 2024

### New Logo SPIFF

As a special thank you for introducing a new customer logo to Quest, receive a reloadable Quest Rewards MasterCard debit card as a token of our appreciation. That's right, we will send you \$500 for all new logos or 1X Monthly Recurring Revenue (MRR) for qualifying opportunities\* —all paid in addition to standard commissions with no limits. Plus, become a member of the Quest Champions Club\*\* upon award of your third new logo that brings additional benefits.

### New Business Cross Sell SPIFF

As an added incentive, Quest will send you double the Monthly Recurring Revenue (2x MRR) for an incremental partner-generated and registered managed service opportunity within an existing Quest account tagged to your business as the partner of record —also paid in addition to standard commissions with no limits.

#### Eligible service examples include:

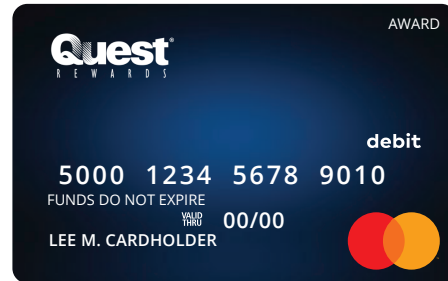
- Quest CyberDefense Suite of Services
- Managed Backup & DR services
- Monitoring & Alerting
- Managed Wi-Fi
- Digital Signage
- IaaS, public and private cloud sales

Since 1982, Quest has been helping customers address their technology needs with flexible and secure, vendor agnostic IT solutions with services including but not limited to:

- Cybersecurity
- Disaster Recovery
- Managed and Cloud Services
- Professional Services
- Infrastructure Services
- Unified Communications
- Application Development
- Products

### Quest Services Overview Presentation SPIFF

To help kick start your customer's relationship with Quest, register and complete a comprehensive Quest Services Overview with a qualified\*\*\* new or existing Quest partner account and receive a \$250 Quest Rewards MasterCard debit card for the introduction.



Register an Opportunity

[www.questsys.com/partner-opportunity-registration/](http://www.questsys.com/partner-opportunity-registration/)



Learn more about Quest's Channel Partner services.

\* Quest Rewards SPIFFs are made directly to the submitting agent and are in addition to standard commissions on qualifying and registered partner-generated opportunities and minimum qualifying value of \$5,000 for professional services, \$1,000 monthly recurring charge for 24+ month managed service contracts, or one-time product/cabling transaction with gross profit exceeding \$1,000.

\*\* The Quest Champions Club provides special recognition and rewards upon award of the third new logo.  
\*\*\* SPIFF's for Quest Services Overview Presentation will be paid upon completion when conducted with a qualified customer decision maker as approved by your Quest Channel Manager. Contact your Quest Channel Manager for additional details.