

Fast Track SPIFF

Don't let legacy systems hold your customers back.

1st November 2024 – 30th June 2025

Drive forward the future of networking and security with Aryaka's Unified SASE as a Service—an innovative solution that seamlessly integrates networking and security into a single platform delivered as a service. This offers customers simplified management, enhanced performance, improved security, and unmatched scalability, while providing 'as-a-service' flexibility and economics. Get ready to excite your customers and accelerate your sales efforts as you champion your customer's networking and security journey. Let's drive innovation and success together—it's time to fast track your way to victory!

Secure your customers against emerging threats while ensuring network operations and earn big on each new deal!



Terms and Conditions

- The Fast Track Sales Performance Incentive Fund Formula (SPIFF) Program Period begins on November 1, 2024 and expires on June 30, 2025, at 11:59 PM PT ("Program Period").
- Qualifying recurring revenue streams are defined as Booked (as defined below), for net New Logos only, with a minimum Monthly Recurring Revenue (MRR) of \$5,000 USD for Aryaka SmartServices portfolio (core services only). Last Mile Services/Circuits and Checkpoint migrations are excluded from Program.
- All Bookings must have a signed Aryaka Order Form with required documents received and approved by Aryaka during the Program Period ("Bookings" or "Booked").
- This SPIFF Program is exclusive to existing Drive Partners and Aryaka selling partners ("Partner"). All deals must be registered by Partner and accepted by Aryaka.
- Minimum services term is 24 months.
- Maximum pay-out under this program will not exceed \$50,000USD per eligible deal.
- Incentives are paid on Booked and collected MRR: SPIFF Program Payout will be 50% payable upon receipt of fully signed Order Form and 50% payable upon first customer billing.
- Aryaka reserves the right to track orders during the Program Period and recover payment in the event that: (i) services have not been deployed, (ii) there is a modification in the order price, or (iii) any other circumstance that results in chargebacks and credits required to resolve.
- Aryaka reserves the right to approve all qualifying recurring revenue and subsequent incentive payout. In addition, Partners must be current on all payments to Aryaka under the terms of agreement at the time the incentive is paid.
- Aryaka reserves the right to modify or terminate this SPIFF Program at any time.
- Partner agrees that this SPIFF Program is confidential and governed under the Non-Disclosure Agreement between Partner and Aryaka or the Confidentiality provision under the governing agreement.
- SPIFF Program Payouts are subject to applicable tax.