

Cipher-UP Your Sales: New SPIFF Boosts Your Bottom Line



Cipher is excited to announce a market-leading SPIFF that is active as of March 5, for our Telarus Trusted Advisors to participate in.

As the xMDR market surges in growth, with a forecasted CAGR of 40%, this is a perfect time to reward our channel community.



REQUIREMENTS:

Cipher's SPIFF is awarded to all registered deals that have a customer signature by EOB on June 30, 2025.

The bonus is specifically aligned to xMDR products and services.

Recognition and payout for the SPIFF will be based on the xMDR MRR of each deal.

PAYOUT:

Cipher's SPIFF is a residual bonus tier paid directly to Trusted Advisors and based on customer term:

- 12M term = Additional 2.5%
- 24M term = Additional 5.5%
- 36M term = Additional 9.5%



Cipher will work with each Trusted Advisor to ensure clarity on the SPIFF upon deal registration. Please visit our [Cipher Partner Portal](#) to register your opportunities today.

Terms & Conditions Apply:

1. Overview & Eligibility: From March 5 through June 30, 2025, to be eligible for the SPIFF, the sale must be for xMDR to a new logo customer, and associated with a 1, 2, or 3-year term. The additional commission percentage will be applied and follow standard commission process and rules. Service activation must occur within six (6) months of a new sale. Third-party products and services are excluded from this promotion. Other restrictions apply.

2. Program Modifications:

a. Cipher Security, LLC, reserves the right to modify or terminate the SPIFF program at any time, with or without notice. Any changes to the program will be communicated to eligible Trusted Advisors promptly.

b. All deals and commissions are subject to review and approval by Cipher.

3. Dispute Resolution:

a. Any disputes arising from the SPIFF program will be resolved through Cipher's standard dispute resolution process or mediation/arbitration, if applicable.

4. **Contact Information:** For questions or clarifications regarding the SPIFF program, TAs should contact Holly Hunt at holly.hunt@cipher.com or Tyler Smith at tyler.smith@cipher.com

5. **Acceptance:** Participation in the SPIFF program constitutes acceptance of these terms and conditions.

6. **Payment:** Commission schedule is paid to Trusted Advisor via Cipher's standard TSD Terms and Conditions.

***Please Note: The Trusted Advisor commission rate will renew at the original percentage following the term expiration of the original sale.