

enzu™ 3-2-1 IT Challenge

Simplify IT Infrastructure in 3-2-1!

We know IT infrastructure can be a tough conversation with your customers, but we're here to make it easier. Let's connect with customers who need more control, value, and future-ready IT infrastructure. We'll accelerate IaaS growth, support customer conversations, guide migrations, and help you close deals with confidence. Let's drive IT Infrastructure business forward...together!

Dates: April 21, 2025 – June 30, 2025

How It Works: Complete the 3-2-1 to earn 3 entries, (all 3 initiatives must be completed to earn the entries)

- 3 Introduce us to three customers currently using VMware
- 2 Submit two qualified new opportunities into Enzu's pipeline
- 1 Close one deal that meets:
 - \$1000+ MRR
 - Minimum 24-month term
 - No colocation or 3rd party-only services

Boost Your Chances:
+1 entry for each additional closed deal (same criteria)
+1 entry for executing a joint event or marketing initiative with Enzu

The Rewards

1st Place: \$1,000 Visa Gift Card + Partner Spotlight + \$2,000 MDF for joint GTM initiative

2nd Place: \$500 Visa Gift Card + Partner Spotlight + \$500 MDF for joint GTM initiative

3rd Place: \$250 Visa Gift Card + Partner Spotlight

Tracking & Submissions:

- [Sign up here to participate](#)
- Contact your Enzu Channel Rep to arrange for VMware customer meetings. They will log and associate to you. Remember Enzu, is channel-only, you will be involved throughout our discovery process. Not sure who your rep is? Email partners@enzu.com
- Register all deals through our standard [deal reg process](#)
- Leaderboard updates shared every two weeks with all participants

Terms and Conditions: Rewards paid out only if someone completes at least one 3-2-1 cycle. No awards paid out for "boost your chances" only entries. All closed deals will still receive full commission unless otherwise indicated during proposal phase. MDF must be used for activities that drive net-new leads and opportunities, and it requires initiative approval and proof of performance. All awards paid and MDF allocated after first customer payment received.