

# Kicking off the New Year in a Big Way!

## H1 North America Large Deal Incentive



*We're kicking off the new year with big payouts for your large deals! Unlock up to \$15K or get a \$1K payout for new CX deals!*

### Program Overview

We're starting off the year strong with large payouts for the UCC solutions your customers want! Smaller deals can still qualify with a \$1K one time payout for closed GoTo Connect CX deals.



### Payouts:

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

UCC Sales that close in Q1 will be eligible for **100%** of the listed payout amount.

UCC Sales that close in Q2 will be eligible for **75%** of the listed payout amount.



### CX Tier

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

Closed CX sales below \$5K MRR that are a minimum \$2K ARR booking value will be eligible for a one time \$1K USD payout for all of H1.

### Terms and Conditions

**Promotion Period.** The Promotion Period begins January 1, 2025 and continues through June 30, 2025. Deals in funnel previous to January 1, 2025 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\$\$\$25" campaign code attached. CX tier must be a minimum 2-year agreement of any product with a minimum ARR of \$2K. Only UCC portfolio products will be eligible to qualify.

**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.

**Standard Policy.** GoTo reserves the right to change or amend these terms and conditions at any time and to place caps on payouts based on deal health. Incentives are regionally based. Payouts and qualifications may differ by region and will be determined by the location of the Partner.