

Channel Incentives

Effective through:

1/1/2025 – 8/31/2025

**See your Aptum Partner Agreement for additional Terms & Conditions*



Earn More on Public Cloud

- **Aptum will reward you when we win a new Microsoft Azure public cloud opportunity**

- ❑ Applicable to new managed MS Azure public cloud closed won opportunities.
- ❑ Opportunities must be registered between 1/01/25 and 8/31/25.
- ❑ Pays 3% commission on MS Azure infrastructure component.*

Terms and Conditions:

- Promotion available to contracted Aptum partners.
- Partner must complete on-boarding requirements including W-9.
- Opportunity must have a registered lead accepted by Aptum.
- Incentive applies to closed won Azure managed services opportunities. Paid in addition to the commissionable rate for the managed services portion of closed won opportunity.
- Must be new logo to Aptum.
- Contingent on margin consideration and Aptum strategic partner program conditions.
- *excludes Azure reserved instances