

CLARO ENTERPRISE SOLUTIONS

CHANNEL PARTNER Q2 PROMOTIONS GUIDES

CYBERSECURITY

PRODUCT	PROPOSED SPIFF	PERFORMANCE AWARD
ZERO TRUST ENDPOINT SECURITY	4 MRC at 100% for any deal over \$2,000 MRC - 24 months or more	
	Referral Incentive: \$100 bonus for each referral that results in a sale (min 12 months contract).	
	Customer Incentive: Offer a complimentary risk security assessment for customers who sign a 36-month contract.	
CYBERSOC	36+ Months: Maintain 3 MRC at 100% on deals over \$5,000 MRC	<ul style="list-style-type: none"> • Top seller (number of deals over \$5,000 MRC) wins a Fully Paid Trip to a 2025 Industry Event (e.g., RSA, Black Hat) OR • \$5,000 Travel Voucher
	24+ Months: 2 MRC at 100% + new tiered incentive: <ul style="list-style-type: none"> • Sell 2 deals over \$4,000 MRC, get an iPad Air (\$599 value) • Sell 3 deals over \$6,000 MRC, get the latest iMac desktop (\$1,299 value) 	
	<ul style="list-style-type: none"> • 12+ Months: 1 MRC at 50% + \$500 cash bonus for first deal over \$3,000 MRC signed in Q2 • Referral Incentive: \$150 bonus for each qualified lead that converts into a 36-month deal 	
“BETTER TOGETHER” PROMO	Sell CyberSOC with Zero Trust Endpoint Security in two separate new accounts, earn an extra \$300 per deal	