

CLARO ENTERPRISE SOLUTIONS

CHANNEL PARTNER Q2 PROMOTIONS GUIDES

MANAGED CLOUD SERVICES

PRODUCT	SPIFFS	REFERRAL/ REBATE	TERMS & CONDITIONS
COLLABORATION SECURITY MANAGEMENT	Complimentary Data Risk Assessment, up to 1,000 users	New Logo: \$500 Cash Bonus	Customer must proceed with implementation with Claro Enterprise Solutions
	\$2,000 cash bonus for Remediation Plan implemented		
	Managed Services 1x MRC, 12 months contract		
CLOUD BACKUP (Licensing + Start Setup + Managed Services)	\$500-\$1,999 12 months 1x MRC + 5% Start Setup	New Logo: \$300 Cash Bonus	Max Spiff MRC \$5,000 per month
	\$2,000 - \$2,999 12 Months 2x MRC + 10% Start Setup		
	\$3,000 in MRC and above* 12 Months 3x MRC + 15% Start Setup		
ENTERPRISE CLARO CLOUD	\$4,000 in MRC and above* 12 months 1x MRC	Rebate: 5% of TCV after 3 new deals closed.	<ul style="list-style-type: none"> Deals of resource pool, prefixed consumption Max Spiff MRC \$10,000 per month
	\$4,000 in MRC and above* 24 months 2x MRC		
	\$4,000 in MRC and above* 36 months 3x MRC		