

## ECHELON RISK + CYBER

# Telarus Tech Advisor SPIF Alert: Secure More, Earn More!

### PROMOTION WINDOW

August 4 – November 27, 2025

(from the close of the Telarus Partner Summit in Anaheim to U.S. Thanksgiving)

### WHY THIS MATTERS

Cyber budgets are still climbing, and mid-market customers are hungry for outsourced security leadership and always-on protection. Close just one qualifying deal and you unlock instant cash + recurring rewards—no waiting for year-end contests.

### QUALIFYING SERVICES

- vCISO-led “Security Team-as-a-Service”
- Managed Detection & Response (MDR)
- Managed Vulnerability Management
- Managed End-User Security Awareness Training
- Managed Email Security
- Managed Firewall Security
- GRC as a Service
- (Ask about add-on modules: Managed Cloud Security, Managed Phishing Simulations, Continuous Pen Testing, and more.)

### DEAL REQUIREMENTS

REQUIREMENT	DETAILS
Deal Registration	Must be submitted to Echelon between Aug 4 and Nov 27, 2025
Contract Type	Monthly-Recurring-Revenue (MRR) subscription
Term Length	≥ 24 months
User Count	50+ billable users/seats
Customer Size	SMB, mid-market, or enterprise—no upper limit!



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## HOW TO CLAIM YOUR SPIF

- Identify the Opportunity: Target clients that lack in-house security leadership or 24×7 monitoring
- Register with Echelon: Lock in your protection; unregistered deals are ineligible
- Co-Sell with Echelon Cyber: Our sales leaders, practice leads, solution architects join the calls, demo our solutions, and help scope
- Close & Collect: Bonus lands within 30 days of the customer's first paid invoice. Residual accelerators follow standard Telarus commission cycles

## Act Now—Only Deals Registered Before Thanksgiving Count!

Ready to turn cyber risk into recurring revenue?

Visit [echeloncyber.com/telarusdealreg](https://echeloncyber.com/telarusdealreg) or email [telarus@echeloncyber.com](mailto:telarus@echeloncyber.com) for support, help with any questions, or a quick strategy session.

### FAST-START RESOURCES AVAILABLE FOR TECH ADVISORS

- Battlecards & discovery questions
- 30-minute live demo slots available daily
- Pre-built proposal templates
- Case studies available: Healthcare, Financial Services, Energy, Professional Sports

Terms & conditions apply. Promotion cannot be combined with other Telarus or supplier incentives. Echelon Cyber reserves the right to modify or cancel the SPIF at any time.

## THE PAYOUT

WIN LEVEL	ONE-TIME UP-FRONT BONUS	MRR ACCELERATOR
Base (50–249 users)	20% first-month MRR	10% base commission +5 % residual SPIF for first 12 months
Growth (250–499 users)	30% first-month MRR	10% base commission +7 % residual SPIF for first 12 months
Enterprise (500+ users)	50% first-month MRR	10% base commission +10 % residual SPIF for first 12 months