



Partner Program

Power your growth

Partner Incentive Program for Akamai Guardicore Segmentation & API Security

Program

To help grow our partners' business, we are pleased to offer partners in the US and Canada, a Sales Program Incentive Fund (SPIFF).

The following details apply to the SPIFF through December 31st, 2025.

Two-stage incentive payment structure:

- 1. Partner Representative facilitates qualified customer meeting:** \$1,000 USD
- 2. Closed Business:**
Each amount corresponds to a bonus to be paid equally to the Partner Sales Representative and Partner SE

»\$50 to \$100K ARR: \$2,000 USD
»\$100K to \$250K ARR: \$3,500 USD
»\$250K to \$500K ARR: \$6,000 USD
»\$500K+ ARR: \$10,000 USD

Incentive Qualifications

Customer Meeting

- Must be a Partner originated deal.
- Must be approved by Akamai via Deal Registration process.
- The partner will have 90 days to close the registered deal, unless opportunity is extended by Akamai.

Closed SPIFF Deal:

- Must meet the criteria of a closed deal with a signed Order Form
- Term of Order Form is 12 months or longer

Payments and Timeframes

SPIFF payout will be made one month after respective incentive validations have been completed.
All payments will be done via a reloadable Gift Card until further notice.

- **Stage 1 – Customer Meeting:** paid upon validation of completed, “qualified” customer meeting
- **Stage 2 – Closed Won Business:** paid upon a signed Order Form and received payment for the deal. Incentive is paid equally between Partner Sales Rep and Partner SE

Our Incentive Program rewards the progression of sales and we hope you take advantage of this opportunity!

Akamai Technologies. For US and Canada only.

SPIFF will be made available until the program budget limitation is met and is paid on a first come first served basis.