

Get Certified. Get Paid. Power Up Your Potential!

Sales Engineers Win with Cato Networks
Americas Partner SE Certification Incentive

Get Cato Certified and Earn While You Learn!

At Cato, we recognize the commitment of our Americas Sales Engineer community to continuous learning—and now we’re rewarding it!

The Americas Partner SE Certification Incentive rewards you for completing Cato certifications that showcase your SASE expertise, highlight your technical leadership, and deliver better outcomes for customers.

Invest in yourself and drive success with Cato. Start your Certification journey today.

SPIFF Highlights:

- **Earn up to \$500**
 - **\$250** reward for successfully completing the Cato Certified Associate (CCA) certification¹
 - **\$250** reward for successfully completing the Cato Partner PoV Certification²
 - *CCA Certification must be completed ahead of the Cato Partner PoV Certification to qualify for this Incentive³*
- **Stack your rewards:** Combinable with other active Cato SPIFFs and promotions
- **Flexible payout:** Choose from multiple SPIFF payment options

What's in it for you:	
Incentive	Reward \$
Completion of Cato Certified Associate (CCA) ¹	\$250
Completion of Cato Partner PoV Certification ²	\$250

Terms & Conditions Apply

Eligible Partners	<ul style="list-style-type: none">• Authorized Cato partners in the Americas including Resellers, MSPs, Service Providers, Agents, and Referral Partners• Government-owned (full or partial) partners are not eligible• Participation in the SPIFF is contingent upon the use of a valid corporate email address issued by the participant's employer• Registration or participation through personal email accounts (including but not limited to Gmail, Yahoo, Outlook, or similar services) is strictly prohibited
Cato Certified Associate (CCA) Certification	<ul style="list-style-type: none">• Successful completion of Cato Certified Associate (CCA) Certification¹ between August 18 and December 31. The 'Eligibility Period'• One CCA certification per Partner SE
Cato Partner PoV Certification ¹	<ul style="list-style-type: none">• Successful completion of Cato Partner PoV Certification² between August 18 and December 31. The 'Eligibility Period'• CCA Certification must be completed ahead of the Cato Partner PoV Certification to qualify for this Incentive³• One Partner PoV Certification per Partner SE
Reward Payments	<ul style="list-style-type: none">• Reward amount will be determined in accordance with the table herein• No retroactive payments or adjustments will be made• Beneficiary may choose from payment options offered by Cato's third-party payment vendor• Reward payments will be issued approximately 60 days from the Eligibility Date
Additional Terms	<ul style="list-style-type: none">• Cato Networks may amend SPIFF qualifications, and dates, or terminate the program at any time without prior notice• If your organization does not wish to participate in this SPIFF program, Partners may opt out by notifying Cato via our SPIFF Opt Out page• Reward payment beneficiaries will be required to accept Cato's further conditions of payment by visiting the Beneficiary T&Cs page, register with Cato's third-party payment vendor, and accept its terms of use• Combinable with Deal Registration SPIFF, FTNT Takeout and other current promotions unless otherwise specified in the promotion T&Cs• If your organization wishes to remain enrolled but have the company be paid directly, please notify your Channel Account Manager

¹ = Cato Certified Associate (CCA) – Certification is a foundational, free, self-paced course offered by Cato Networks through the [Cato Academy](#) in Cato's Partner Portal. It's designed for IT professionals, network engineers, and security practitioners seeking to understand and work with Cato's Secure Access Service Edge (SASE) platform

² = Cato Proof of Value (PoV) – Certification is a free, self-paced course offered by Cato Networks through the [Cato Academy](#) in Cato's Partner Portal. It's designed for Cato Partners to demonstrate their mastery of the Cato PoV process and their confirmed ability to deliver these pre-sales events effectively, to the standard expected of a trusted Cato Partner

³ = CCA Certification must be completed ahead of the Cato Partner PoV Certification to qualify for this Incentive