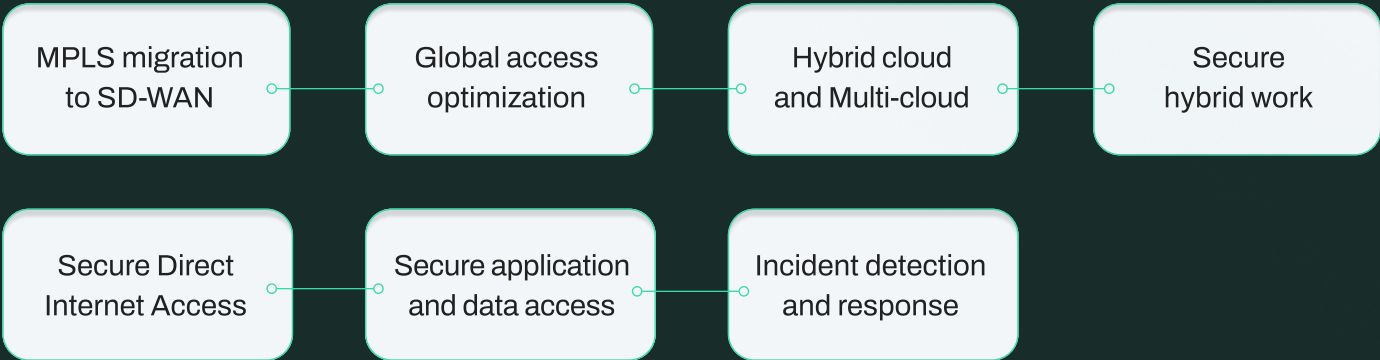


# Sell SASE. Score Big.

Cato delivers SASE the right way: one platform, multiple on-ramps. Start your customers where it makes sense — MPLS replacement, hybrid work, cloud adoption—or go full SASE from day one. They transform at their pace. You earn \$\$\$ for guiding the journey.



## Close a qualified deal and earn 1X committed MRR Up to \$50K SPIFF Bonus!

Deal Eligibility	<ul style="list-style-type: none"><li>• Only net-new customers<sup>1</sup></li><li>• Minimum deal value of \$5000 Commissionable MRR<sup>2</sup> (Commissionable Revenue only)</li><li>• Minimum order subscription period of 3 years</li><li>• Channel led deals with North America-headquartered customers only<sup>3</sup></li><li>• Deal MUST be registered via Cato's Partner Portal and approved by Cato no later than December 31st, 2025</li><li>• A signed order form or customer purchase order must be received by Cato between July 14, 2025 and December 31, 2025</li></ul>
Additional T&Cs	<ul style="list-style-type: none"><li>• The maximum pay-out under this program is not to exceed \$50K per Eligible Deal</li><li>• This program and the SPIFF payment are subject to the commission payment and other terms and conditions of the applicable TSD<sup>4</sup> agreement</li><li>• This promotion may not be combined with any other current incentives or promotions. The TSD will not be eligible for any other incentives or promotions offered by Cato Networks during the time period this promotion is in effect</li><li>• The SPIFF payment is a one-time payment per the initial Order for an Eligible Deal (i.e., upsells, renewals, etc. are not eligible to participate)</li><li>• The TSD must submit a SPIFF payment request detailing the criteria above by December 31st, 2025</li><li>• Cato Networks reserves the right to amend SPIFF qualifications, mechanics, and dates or terminate the program at any time without prior notice</li></ul>

New customers<sup>1</sup> – customers that have never purchased any goods or services from Cato, either directly or indirectly. Renewals and upsells are not included

Commissionable MRR<sup>2</sup> – or Commissionable Recurring Revenue, is Commissionable Revenue only, and excludes non-commissionable SKUs like sockets, hardware professional services, one-time fees, etc. All subjects to the agreement. Terms not defined herein shall have the meanings stated in the agreement

Channel Led Deals<sup>3</sup> – must be sourced by the Agent and processed through a TSD with an active agreement with Cato. The deal must be registered on the Cato Partner Portal by the Agent or TSD and approved by Cato

TSD<sup>4</sup> –Technology Services Distributor