

# Large Enterprise +5% Incentive: What Qualifies?



Intended to focus TAs on the business Digital Realty wants most to maximize Digital Realty commissions.

## Incremental +5% TSD Commission

On Large Enterprise Deals <500kw  
August 11 - December 31, 2025

HOW DOES DIGITAL REALTY DEFINE LARGE ENTERPRISE?	<b>Annual Revenues:</b> \$1 Billion+
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### KEY TERMS & CONDITIONS

<b>Commission Uplift</b>	Earn +5% on Qualified Large Enterprise Deals
<b>Eligible Deal Type</b>	Applies to both Net-New and Existing Pipeline
<b>Deal Size</b>	Must be less than or equal to 500kW per deal
<b>Contract Term</b>	Minimum 24-months; applies to first term only
<b>Close Window</b>	Valid for deals closed by Dec 31, 2025
<b>Renewals</b>	Standard commission rates return at contract renewal

Requires standard accepted deal registration.