

1X MRR

Because great deals deserve great rewards

The more you sell, the more you score

Your clients rely on you to guide their IT strategy, and we rely on you to help them discover what OTAVA can do to help. So, when you bring in a new deal, we'll bring the rewards. Earn 1X MRR for new opportunities you close. It's our way of saying thanks for being a key part of the OTAVA partner network and helping businesses thrive in the cloud.



What you need to do

Register a new opportunity with MRR valued at \$1000 or more and close the deal before the end of 2025.



What OTAVA will do

We'll give you a one-time payment of 1xMRR on a new 36-month contract for most OTAVA solutions. This SPIFF is on top of the standard commission OTAVA pays you.



What deals are eligible

- Net new logo opportunities approved by OTAVA
- Deals with a minimum \$1000 MRR
- Deals with a minimum 36-month contract term
- Excludes licensing for M365, Veeam, and VCF

Deals must be registered through OTAVA's partner portal and close before December 31, 2025.