

Akamai Competitive SPIFF FY 2025

.8X Committed MRR

To help grow our partners' business, we are pleased to offer US & Canada TSDs and their Trusted Advisors a Sales Program Incentive Fund (*SPIFF).

Deal Eligibility

'Eligible deal' must meet the following criteria:

- End customer must be in the United States or Canada.
- Account must be a new customer to Akamai.
- Must be an approved new customer Deal Registration (Oct 1st, 2025 - Dec 31st, 2025) and deal must close by March 31, 2026. Accepted Deal Registration required. Deals registered prior to Oct 1, 2025 are not eligible.
- Minimum contract term of 12 months, minimum value \$5,000 MRR.

Additional Terms and Conditions

- Public sector customers are excluded from SPIFF eligibility.
- SPIFF's are individual, not additive.
- For any ramp, we will calculate MRR based on the initial 12 months of committed MRR. Any usage-based compute customer will be credited the average of the first 3 months of product revenue.
- Professional Services and one-time charges excluded from SPIFF calculations.
- Cannot be combined with other Akamai SPIFFs (Guardicore, API Security).
- Maximum SPIFF payouts per contract signing capped at \$16,000.
- SPIFF will be awarded to the TSD via our Partner SPIFF platform and the TSD SPIFF administrator will manage the payouts.

Our Partner Incentive Program rewards new customer acquisition..
We hope you take advantage of this opportunity!

Akamai Technologies. For the US & Canada only. Valid until 3/31/26.. SPIFF will be made available until the program budget limitation is met, and is paid on a first come first served basis. SPIFF disbursements to sub-agents are administered by the TSD.