

# Quest Channel Partner Spiff Program

## Quest’s Pipeline Spiffs (Stackable) – \$500

For approved opportunity and completed client call for the following offerings\*:

### Application Development

- Examples: SQL Database Review, API Integration, SharePoint Migration, App Modernization, Cloud Services Migration

### Quest CyberDefense Suite

- Examples: MSSP Opportunities related to any of the 11 services listed under CyberDefense suite. (Patch Management, Endpoint/MDR/EDR, SIEM etc.)

### Quest Risk Management / Disaster Recovery / BCP Planning

- Examples: Risk Management as a Service (RMaaS), Disaster Recovery as a Service (DRaaS), Professional Services for Cybersecurity Maturity Model Certification (CMMC) Compliance

Register Spiff

## Awarded Opportunity Spiffs (Stackable):

### New Logo Spiff – \$500

- When opportunity is awarded for a net new LOGO with Quest. (Minimum \$500/MRC or \$5000 one-time PS, \$10,000 Technology product order)

### Capability Review Spiff – \$250

- \$250 upon completion of approved Quest Capability Review. (Approval required from Quest Channel management)

Register Spiff

## Quest's Turnkey Marketing Program Campaign Playbooks

Empower your outreach strategy with Quest’s all-in-one campaign playbooks! Packed with scripts, messaging guides, objection-handling tips, email templates, brochures, social media posts, and case studies, it’s designed to make connecting with your target accounts easier and more impactful. Equip yourself with everything you need to drive meaningful engagement and tailor your campaigns to perfection.

Learn More About Campaign Playbooks

\* All Spiffs are paid directly to the submitting partner and are made in addition to standard commissions. Where applicable, Spiffs can be stacked for multiple awards. Pipeline opportunities require the partner to be exclusively engaged with Quest in a qualified Client initiative approved by the Quest Partner Manager.

### Our Services:

Managed Cybersecurity Services & Solutions  
Managed and Cloud Services  
Disaster Recovery  
A Guide to IT Professional Services  
IT Infrastructure Services & Solutions

### Products

Careers  
Government  
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