



# Win Bigger with the Multiplier SPIFF

July 1, 2025 – June 30, 2026

## North America

Aryaka's Multiplier SPIFF rewards you for what you do best—closing new business. For every new logo deal you land, you earn 1x or 2x of the Monthly Recurring Revenue (MRR), depending on contract term. It's a simple, lucrative way to accelerate your earnings while delivering unmatched value to customers with Aryaka's Unified SASE as a Service. As you help businesses modernize their networks, secure hybrid workforces, and streamline cloud connectivity, you win big—upfront and long-term.



**New Logo  
SPIFF Payout**



## Terms and Conditions

- The duration of the Multiplier Sales Performance Incentive Fund Formula (SPIFF) Program ("Program") begins on July 1, 2025, and expires on June 30, 2026, at 11:59 PM PT ("Program Period").
- Qualifying recurring revenue streams are defined as Booked (as defined below), for net New Logos only, with a minimum Monthly Recurring Revenue (MRR) of \$5,000 USD for **Aryaka Core Products and Services** only.
- This program does not apply to Last Mile Services/Circuits or to migrations of existing Aryaka customers moving away from Checkpoint solutions.
- Each New Logo order must have a fully executed Aryaka Order Form with required documents received and approved by Aryaka during the Program Period ("Bookings" or "Booked").
- This SPIFF Program is exclusive to existing Drive Partners, TD Synnex, and Aryaka selling partners ("Partner") in United States. All deals must be registered by Partner and accepted by Aryaka.
- Minimum service term for a Booking shall be 24 months.
- Maximum pay-out under this Program will not exceed \$50,000 USD per Booking.
- Incentives are paid on Booked and collected MRR.
- SPIFF Program Payout will be 50% payable upon receipt of a fully signed Order Form and 50% payable upon first customer billing. Payments will be paid in accordance with the respective governing agreement between the Partner and Aryaka.
- Aryaka reserves the right to track orders during the Program Period and recover payment in the event that: (i) services have not been deployed, (ii) there is a modification in the order price, or (iii) any other circumstance that results in chargebacks and credits required to resolve.
- Aryaka reserves the right to approve all qualifying recurring revenue and subsequent incentive payout. In addition, Partners must be current on all payments to Aryaka under the terms of the governing agreement at the time the incentive is paid.
- Aryaka reserves the right to modify or terminate this Program at any time.
- Partner agrees that this Program is confidential and governed under the Non-Disclosure Agreement between Partner and Aryaka or the Confidentiality provision under the governing agreement.
- SPIFF Program Payouts are subject to applicable tax.