

Incentives and Rewards

Q3 2021 Incentives

Incentive	Requirement	AM Amount	SE Amount
Approved Deal Registration	Submit a deal registration for a net new opportunity	\$300 (only 1 person can receive this incentive)	\$300 (only 1 person can receive this incentive)
Closed Won Deal Size* Channel Initiated Deals ONLY	\$25k-100k deal size \$100k-\$500k deal size \$500k-\$1M deal size >\$1M deal size	\$1,000 \$2,000 \$4,000 \$8,000	\$1,000 \$2,000 \$4,000 \$8,000
New Logo Closed Won* Channel Initiated Deals ONLY	\$25k-100k deal size \$100k-\$500k deal size \$500k-\$1M deal size >\$1M deal size	\$500 \$1,000 \$1,500 \$2,000	\$500 \$1,000 \$1,500 \$2,000
Hybrid Term Licensed (HTL) Deal Closed Won* Channel Initiated Deals ONLY 3 year term ONLY	\$25k-100k deal size \$100k-\$500k deal size \$500k-\$1M deal size >\$1M deal size	\$500 \$1,000 \$2,000 \$4,000	\$500 \$1,000 \$2,000 \$4,000
ROI Assessment	Conduct an ROI assessment with a prospect using the Gigamon ROI Tool	\$100 (only 1 person can receive this incentive)	\$100 (only 1 person can receive this incentive)
GigaTraining Incentive Program	Complete Gigamon Training	•Earn a \$100 Incentive for completing GigaSALES training •Earn a \$100 Incentive for completing GigaTECH Foundations training	
Hawk Reference Program	Nominate an existing Gigamon Cloud customer to be a Hawk reference		\$2,000 \$5,000 \$10,000

***Closed Won, New Logo and HTL Deal Closed Won can be combined!**

Example: Closing a deal for \$1M, which is a new logo to Gigamon and is an HTL deal at the same time equals to: \$8,000 + \$2,000 + \$4,000 = \$14,000.

Official Flyers: <https://gigamoncp.force.com/partnercommunity/s/incentives>

Terms & Conditions: <https://gigamoncp.force.com/partnercommunity/s/incentives-terms-and-conditions>