

Q4 2023 Incentives and Rewards

Incentive	Requirement	AM Amount	SE Amount
Approved Deal Registration (DR)¹	Submit an approved deal registration for a net new opportunity.	\$300 (only 1 individual can receive this incentive)	\$300 (only 1 individual can receive this incentive)
Gigamon Cloud Suite DR	Submit an approved deal registration for a net new qualified Gigamon Cloud opportunity.	\$750 (only 1 individual can receive this incentive)	\$750 (only 1 individual can receive this incentive)
Gigamon New Logo DR^{2 3}	Submit an approved deal registration for a Gigamon New Logo Prospect.	\$1,250 (only 1 individual can receive this incentive)	\$1,250 (only 1 individual can receive this incentive)
Closed Won Deal Size⁴ Channel Initiated Deals ONLY	\$100k-\$500k deal size \$500k-\$1M deal size >\$1M deal size	\$1,000 \$2,000 [New Logo] \$3,000 \$6,000 [New Logo] \$6,000 \$12,000 [New Logo]	\$1,000 \$3,000 \$6,000
Better Together Case Study Program	Nominate a customer for a joint case study, who's environment combines the Gigamon Deep Observability Pipeline with any of these vendors: Armis, AWS, Darktrace, Dynatrace, Elastic, Endace, Extrahop, Fortinet, Google Cloud, LiveAction, LogRhythm, Microsoft Azure, New Relic, Nutanix, Ordr, Riverbed, Sumo Logic, Trellix, Vectra, Viavi, VMWare.	\$3,000 (only 1 individual can receive this incentive)	\$3,000 (only 1 individual can receive this incentive)
Gigamon Public Reference Program	Nominate an existing Gigamon customer to be referenced in a publicly facing marketing activity.	\$2,000 (only 1 individual can receive this incentive)	\$2,000 (only 1 individual can receive this incentive)

¹ The opportunity associated with the Approved Deal Registration and Gigamon Cloud Suite incentives must meet a minimum value and **must be quoted and claimed within 30 days of DR approval.**

- Approved Deal Registration minimum value is \$50,000 USD.
- Gigamon Cloud Deal Registration minimum value is \$30,000 USD.

² Can be combined with the Gigamon Cloud Suite Deal Registration SPIFF.

³ Gigamon "New Logo" defined as net new Gigamon prospect or customer that has not purchased Gigamon or a Gigamon customer that has not purchased Gigamon products or support in the last two years and does not have active Gigamon support or subscriptions. A list of Gigamon "Net New" Prospect accounts is available via the "New Logo List" in the [Gigamon Partner Portal](#).

⁴ 2x payout for the AM (Account Manager) if deal is for a New Logo account that the partner submitted as a Deal Registration originally in FY23.

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

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