

Spring Into Rewards

with OpenText + Climb

It's back!!!



Spring is almost here and it's time to turn registered deals into real rewards.

The OpenText team at Climb is excited to launch a fun new stackable partner incentive program designed to keep your pipeline moving and your points adding up.

Every path starts with a deal registration and every action earns points. Best part? Points stack across all activities.

Rack them up and redeem your total for one or more **Amazon gift cards** when the program wraps up on June 30, 2026.

Ways to Earn:

Deal Me In - 200 points Register a new license or SaaS opportunity. We'll even help submit the deal registration for you once it qualifies.

Bring Us Along - 250 points Register a deal and bring OpenText into a customer call, demo, or discovery session.

Close It & Claim It - 300 points Take your registered deal all the way to Closed Won and cash in the bonus points.

We hope this gets you going, but we want you to **LEVEL UP** so we got **MORE!**

• **Cloud Switch Sweetener +150 points** Recommend a customer moving from license to SaaS on a registered deal and earn extra points. Same customer. Smarter model. Sweeter rewards.

• **Add-On Advantage + 100 points** Register a deal that includes OpenText ITOM, Content and/or Aviator solutions and receive the add-on.

• **Double Down Bonus + 100 points** Close two registered deals during the program window and earn an extra bonus.

Program Dates

January 1, 2026 – June 30, 2026

Heads up: We're backdating this program to **January 1, 2026**, so don't worry if you've already started, you're covered.

Program Guidelines:

- Points convert to Amazon gift cards (roughly equal to dollars, including tax).
- Prize images are suggestions – you choose your reward.
- Points accumulate until June 30, 2026, or until funds are exhausted.
- Maximum of 600 points per individual.
- A-W-9 may be required.
- All deal registrations and customer activities must be reported as they happen.
- Submissions after June 30, 2026 cannot be rewarded.

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