

The Q3 Heat Wave



Close a 100TB+ Deal in Q3 to unlock additional discount & cash in!

Approved registered deals that close before September 30th qualify for a one-time discount **AND** you earn a monetary SPIFF

🔥 100 – 249TB: 3% additional discount + \$250 SPIFF

🔥🔥 250 – 499TB: 4% additional discount + \$500 SPIFF

🔥🔥🔥 500TB+: 5% additional discount + \$1,000 SPIFF

🔥 **Fire Bonus** 🔥

Close 3 or more qualifying deals this quarter & earn an **additional \$1,000!**



The Details:

- ☐ New net customers only
- ☐ Minimum 100TB opportunity
- ☐ Deal must be registered via the Partner Portal and follow existing deal registration guidelines
- ☐ Current open and net new deals are eligible, but must be closed by September 30, 2026
- ☐ SPIFFs will be paid out at the end of the quarter via Sendoso eGift