



# Announcing Year End Delinea Incentive for Partner Sales

Take advantage of Delinea's Sales Spiff and start earning today!

Delinea is offering an extraordinary incentive program to our valued partner sales representatives and pre-sales engineers.

Now through December 31, 2024, you can earn from \$250 and up to \$1,000 for every deal registered lead that converts to a qualifying opportunity you collaborate on with Delinea.

Get your Privileged Access Management pipeline started, and we'll pay you on every qualifying deal registration conversion and closed-won transaction through year end.

- RULES:**
- ✓ All qualifying leads/opportunities must be registered and approved during the eligibility period. Period of eligibility begins July 1, 2024, and ends December 31, 2024.
  - ✓ Sales and Pre-Sales Engineers must have completed their on-line product training before becoming eligible to receive their cash reward. Contact us to enroll into your recommend online training session.
  - ✓ Opportunities that convert to "Stage 4: Prove Value/POC" and then again at "Closed-Won" within the Delinea sales funnel will each qualify for a cash reward per the schedule below:

Sales Funnel Stage	Opportunity Value	Sales Rep	Pre-Sales Engineer
Stage 4: Prove Value/POC	\$10,000 +	\$250	\$250
Stage Final: Closed-Won	\$10,000 +	\$250	\$250
Bonus for Delinea NET-NEW LOGO	\$10,000 +	\$500	\$500

Cash disbursements will be issued through XTRM.com. If not yet enrolled, visit <https://www.xtrm.com/web/Register/Signup.aspx> and sign up for a personal account.

For more information, contact: [partnercontact@delinea.com](mailto:partnercontact@delinea.com) or your Channel Account Manager



**ADDITIONAL TERMS AND CONDITIONS:** Minimum account requirement of at least \$10,000 USD Average Contract Value. Renewals and Professional Services transactions do not qualify. Cash rewards are non-transferable and non-exchangeable; are only payable to authorized sales representatives and pre-sales engineers who are employed by or contracted with the participating reseller at the time of the sale and the claim; No substitutions or cash equivalents are allowed; are subject to availability and may be discontinued or modified at any time without notice; are only valid for the specified products, time period, and sales territory. Any claims that do not meet these criteria will be rejected; recipients agree to comply with all applicable laws, rules, and regulations, as well as the spiff sponsor's policies and procedures. The sponsor may terminate or suspend the spiff program or any individual's participation for any reason or no reason at any time; For more information contact your Channel Account manager.