

# ENTERPRISE REWARDS

End-user company size &gt; 500 employees



## MEETINGS & DEMOS

- ✓ Expansion or NEW LOGO
- ✓ Companies with 501+ employees

### \$300 Meeting Spiff

Trend representative must attend

### \$300 SE Demo/POC Spiff

- Valid for qualifying solutions
- One POC per SE per sales opportunity

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[REGISTER A DEAL](#)


## CLOSED-WON DEALS

- ✓ TCV: Total Contract Value/Net to Trend
- ✓ Deal registration required
- ✓ \$2,500 cap per customer opportunity

### 5% of TCV

- New sales w/ existing customers
- Customer companies of any size

### 10% of TCV for new logos!

ENTERPRISE customers/Net new to Trend

- Customer companies 501+ employees
- Offer can be changed without notice

**LIMITED-TIME NEW LOGO OFFER!**

# SMALL/MEDIUM BUSINESS REWARDS

End-user company size ≤ 500 employees



## \$150 Meeting Spiff

- ✓ Expansion or NEW LOGO
- ✓ Companies with 100-500 employees
- ✓ Trend representative must attend



## 5% of TCV: Closed-Won Deals

New sales w/ existing customers &amp; new logos

- ✓ \$2,500 cap per customer opportunity
- ✓ Customer companies of any size
- ✓ Deal registration required

Rewards are valid for qualifying solutions. Exclusions: Trend Service One™, MDR, TXOne

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[TERMS & CONDITIONS](#)
[HOW TO REGISTER A DEAL](#)


## QUALIFYING SOLUTIONS CATEGORIES INCLUDE:

Trend Vision One / XDR  
 Trend Vision One - ASRM  
 Trend Vision One - Zero Trust Secure Access  
 Trend Vision One - Endpoint Security  
 Trend Vision One - Email & Collaboration Security  
 Trend Vision One - Cloud Security

Smart Protection Suites  
 Worry-Free  
 Email & Collaboration  
 Web Security  
 Mobility

Trend Micro Endpoint Encryption  
 Cloud One  
 Deep Security  
 ServerProtect  
 Deep Discovery

 Download the full solution list from [Partner Portal](#) >> Price List

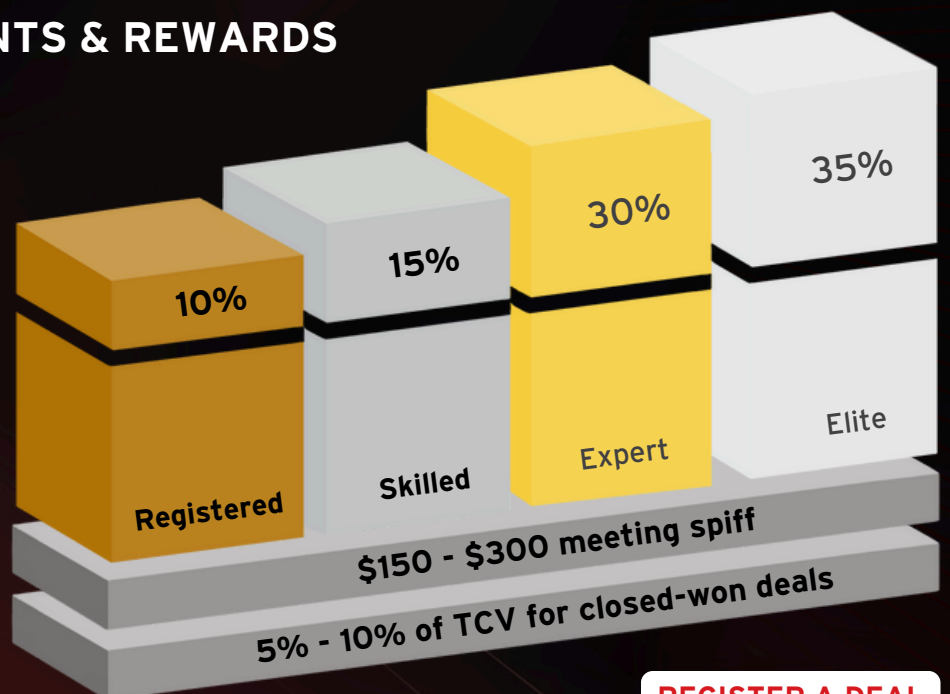

## DEAL-BASED DISCOUNTS & REWARDS

Deal Registration Required

**Protected Deal Registration Discount**  
 (Expansion or new logo opportunities)

### Standard Discounts:

- ✓ 30% for SaaS Products
- ✓ 10% for Service One, MXDR

**Cash Rewards**

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**NEED HELP SELLING TREND?**
[perfectpartner@trendmicro.com](mailto:perfectpartner@trendmicro.com)
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