



Battle of the Teams to be a Top Nitro Performer!



The Top Performer for Most Deal Reg & Highest Rev will win a \$500 prize!
Earn both and win \$1,000!

How to Win:

- Enter the most accepted Deal Reg (20+ licenses)
- Achieve \$25,000+ in incremental new acquisition and expansion revenue by EoQ

Tools:

- Identify three (3) high-potential, non-Nitro selling, resellers in region and make introductions
- Schedule and complete two (2) account mapping sessions per reseller with Nitro CAMs.

Competing Teams:

1. **CDW** (Nathan Wysocki & Steven Chin) vs. **SHI** (Sandy DeVico)
2. **LATAM** (Laura Arenas) vs. **Canada** (Michelle Boers)
3. **NEast** (Jess Lindoff) vs. **Mid-Atlantic** (Randy Jones)
4. **Great Lakes** (Aaron Foster) vs. **SEast** (Katie Kunker)
5. **Midwest & Rocky Mountain** (Mike Taliercio)
vs. **TOLA** (Logan Breitenbach)
6. **SWest** (Brad Clayton) & **NWest** (Melinda Gerisilo)

DEADLINE: March 31, 2025



Terms & Conditions

- **Eligibility:**
 - All Deal Registrations must be submitted via the Nitro Partner Portal to qualify.
 - Only approved Deal Registrations for new acquisition and expansion sales submitted between **January 1, 2025**, and **March 31, 2025**, will count.
 - Renewals are excluded from this contest.
- **Revenue Requirement:**
 - A minimum of \$25,000 in incremental revenue (new acquisition and expansion) is required by the end of Q1 to qualify as a **Top Revenue Performing Team**.
- **Winner Selection:**
 - Winners will be determined based on the highest number of accepted Deal Registrations and the highest incremental revenue achieved by the competing teams during the incentive period. Each award is valued at \$500. The awards can be won by the same or competing team.
 - In the case of a co-winner, the prize will be split equally, with each individual receiving \$250.
- **Payout Details:**
 - Nitro will provide periodic updates and a final payout sheet no later than April 4th.
 - Allie Narimatsu (Climb Alliance Manager), will submit payouts thru Climb payroll. Date of payout to be announced on April 8th.
- **Contest Period:**
 - The promotional period runs from **January 1, 2025**, to **March 31, 2025**.