

TOP DOG

Regional Partner Incentive (US & CA)



Sales and Technical Training Incentive

PARTNER SALES REP AND PARTNER SE/SA

Up To **\$150** for completing Bitdefender Training and Certification on the learning management system.

Maximize your sales potential, increase competitive advantage, and gain technical knowledge in managing customer security issues.

Complete the following self-paced training courses and pass the certification exam to earn rewards:

- ↳ **\$75** for completing the Sales Training and Certification
- ↳ **\$75** for completing the Technical Training and Certification

Deal Registration

PARTNER SALES REP

For new business deal registrations in H1 2026

- ↳ **\$75** for each Valid Deal Registration submitted
 - RFPs not valid
- ↳ 200 Endpoint Minimum

Demo Setting Incentive

PARTNER SALES REP AND PARTNER SE/SA

Up To **\$400** for a new business Deal Registration with meeting and demo held. **\$200** for **Partner Sales Rep** and **\$200** for **Partner SE/SA**.

Partner Sales Reps:

- ↳ New Business Customer Meeting
 - RFPs not valid
- ↳ Meeting with Partner & Bitdefender reps present
- ↳ 200 Endpoint Minimum

Partner SE/SA:

- ↳ Attend meeting with Partner Sales Rep
- ↳ Assist with meeting/demo
- ↳ Assist with proof of concept and any technical questions during deal cycle

January 1, '26 – June 30, '26

Eligible Bitdefender Solutions and Services for Deal Registration and Demo Setting

- ✓ GravityZone Business Security Premium
- ✓ GravityZone Business Security Enterprise
- ✓ GravityZone Defense XDR
- ✓ Bitdefender MDR
- ✓ Bitdefender MDR PLUS
- ✓ GravityZone EDR Cloud
- ✓ GravityZone Endpoint Detection and Response
- ✓ GravityZone eXtended Detection and Response
- ✓ GravityZone CSPM+
- ✓ GravityZone PHASR (+standalone)
- ✓ GravityZone Compliance Manager
- ✓ GravityZone External Attack Surface Mgmt
- ✓ GravityZone Extended Email Security
- ✓ GravityZone Security Data Lake
- ✓ Bitdefender Offensive Security Services
- ✓ All Bitdefender GravityZone Add-ons



**Recognized by Gartner.
Trusted by Customers**

We believe our focus on innovation and customer-centric approach is also echoed by our recognition as a Gartner® Peer Insights™ Customers' Choice for Endpoint Protection Platforms—one of just five vendors recognized in 2025, based on direct customer feedback.

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New Business Closed/Won Deal

PARTNER SALES REP

For all new business closed in H1 2026:

↳ 1 and 2 Year Deals → \$1 per node*

↳ 3 and 4 Year Deals → \$2 per node*

* Not cumulative

↳ Plus earn an extra, one-time payment, of **\$150** for each of the following Solutions/Services if included in the deal:

- ✓ GravityZone CSPM+
- ✓ GravityZone PHASR (+standalone)
- ✓ GravityZone Compliance Manager
- ✓ GravityZone External Attack Surface Mgmt
- ✓ GravityZone Extended Email Security
- ✓ GravityZone Security Data Lake

↳ 200 Endpoint Minimum

January 1, '26 – June 30, '26

Eligible Bitdefender Solutions and Services for New Business Closed/Won Deal

- ✓ GravityZone Business Security Premium
- ✓ GravityZone Business Security Enterprise
- ✓ GravityZone Defense XDR
- ✓ Bitdefender MDR
- ✓ Bitdefender MDR PLUS

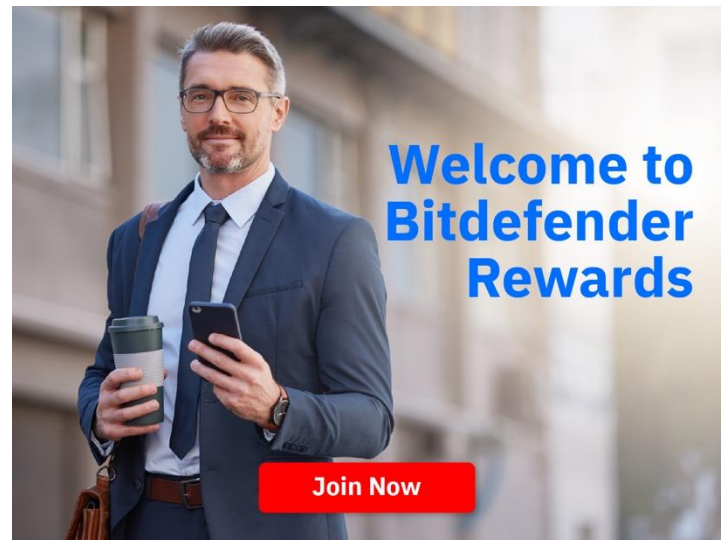
Existing Business Expansion

PARTNER SALES REP

↳ Earn an extra, one-time payment, of **\$200** for each of the following Solutions/Services if included in the deal:

- ✓ GravityZone CSPM+
- ✓ GravityZone PHASR (+standalone)
- ✓ GravityZone Compliance Manager
- ✓ GravityZone External Attack Surface Mgmt
- ✓ GravityZone Extended Email Security
- ✓ GravityZone Security Data Lake

↳ 200 Endpoint Minimum



Welcome to the NEW Rewards Platform

COLLECT & REDEEM YOUR REWARDS WITH EASE

Bitdefender Rewards lets you earn points by completing a variety of eligible activities. The more you do, the more points you earn - redeemable for rewards like merchandise, gift cards, and reloadable debit cards.

[Join Now](#)