

Darktrace Defender SPIF

Sell more, Earn More with Darktrace!

Close an approved deal by **June 30, 2026** and unlock massive cash payouts. The bigger the deal, the bigger the reward!

How it Works:

Step 1: Connect with your Darktrace CAM to review eligible opportunities

Step 2: Collaborate on quick close strategies

Step 3: Sell more, earn more!



Let's get to the finish line because Every success is worth celebrating!

Terms and Conditions:

Eligibility terms:

- Valid in the US and Canada
- Must have an approved Deal Reg submitted through the Darktrace Partner Portal
- Valid for all closed-won deals excluding renewals
- Partners must be authorized to sell Darktrace in the United States and Canada and must be in good standing in the Darktrace Defenders Partner Program to be eligible
- Deal must be booked between Jan 1 – June 30, 2026
- Deal meets the minimum total contract value (TCV) size represented in the table*
- Only 1 deal per end user, per quarter will be eligible One deal is defined as anything booked on a single opportunity within 1 business day

Participation Terms:

- Partner AE and SE members are eligible to participate in this reward program, with the payout evenly split between one sales representative and one technical representative, each receiving 50% of the total amount; if only one member is listed, that individual will receive 50% of the total payout. For example if the total eligible payment is \$1000 USD and only the AE is listed on the opportunity, the AE will receive \$500 and no further payout will be given
- Only one team per customer will be rewarded. Split deals or multiple deals with the same customer do not qualify within the same quarter
- All participants must comply with their company's incentive policy
- Partners may opt out of the promotion by sending written notice to partners@darktrace.com
- Reward is non-transferable and cannot be transferred to an end-user employee
- Federal Government and SLED closed business are not eligible to receive the incentive

- Eligible Partner AE and SE will receive an email when the deal has closed with instructions on how to collect the reward
- Participants must comply with all applicable laws, regulations, and company policies, including anti-bribery and anti-corruption laws
- Any fraudulent activity, misrepresentation, or abuse of the Promotion will result in immediate disqualification
- **Payment Terms:** :
 - Incentive will be paid approximately 60 days after subscription commencement date
- Reward is based on the enclosed table* and managed by third-party provider XTRM. Registration at [XTRM.com](https://www.xtrm.com) is required to qualify for payment.
- All applicable taxes, fees, and withholdings are the sole responsibility of the recipient. Darktrace will not gross-up or reimburse for tax liabilities.
- Darktrace reserves the right to recover any incentives paid in error or obtained through fraudulent means.

TCV Deal Size	Payout*
50,000 – 74,999 USD	\$1,000 USD
75,000-\$249,999 USD	\$5,000 USD
250,000-\$599,999 USD	\$10,000 USD
600,000+ USD	\$20,000 USD

* All payments are calculated in USD and paid in USD or local currency equivalent