



DEAL-BASED DISCOUNTS & REWARDS

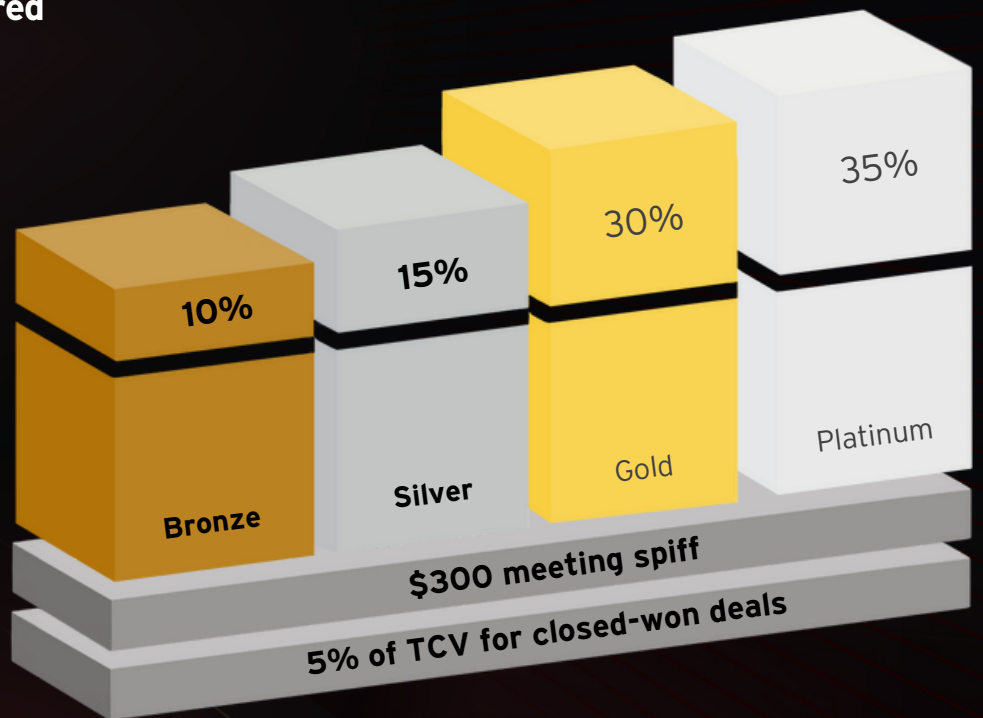
Deal Registration Required

Protected Deal Registration Discount
(Expansion or new logo opportunities)

Standard Discounts:

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

Cash Rewards



[REGISTER DEAL](#)



Google



Apple



SELLERS:

\$300 Meeting Spiff

- ✓ Expansion or New Logo
- ✓ Companies with 250+ employees
- ✓ A Trend representative must attend



SALES ENGINEERS:

\$300 Demo / POC Spiff

- ✓ Expansion or New Logo
- ✓ Companies with 501+ employees
- ✓ Valid for qualifying solutions
- ✓ Valid for one POC per SE per sales opportunity

[REQUEST A SPIFF](#)



\$ CLOSED-WON DEAL REWARDS

5% of TCV
Expansion and New Sales

- ✓ TCV: Total Contract Value / Net to Trend
- ✓ \$2,500 cap per customer opportunity
- ✓ Valid for qualifying solutions (Trend Service One™ and MDR excluded)
- ✓ Deal registration required



QUALIFYING SOLUTIONS

Qualifying solution categories include:

Cloud One
Deep Security
ServerProtect
Deep Discovery
TXOne
Trend Vision One / XDR
Attack Surface Risk Management (ASRM)

Trend Vision One Zero Trust Secure Access
Trend Vision One - Endpoint Security
Smart Protection Suites
Email & Collaboration
Web Security
Trend Micro Endpoint Encryption
Mobility

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

[REGISTER DEAL](#)

[TERMS & CONDITIONS](#)

[Video >> How to Register a Deal](#)



TREND REWARD PORTAL

[Learn How to Receive Your Payment](#)

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