# End of Q3 2024 AdminStudio and SVM NAM Pipeline Generation activity

## What is it?

- It is an activity to increase AdminStudio and SVM bookings in Q3 2024 via any Climb resellers

## Who is eligible?

- All currently employed <u>qualified Climb sellers</u>

## When is it?

- Starting immediately, ends September 30<sup>th</sup>, 2024

## What are the details?

- A total of <u>$5,000</u> is up for grabs!
  - Amazon voucher: $100 (up to 6 vouchers per person)
- Available on a <u>first-come, first-served basis</u>

## When does it get paid out?

- A report will be used to track progress
- Climb will be managing the budget and the vouchers

## What are the rules?

- For "<u>NET NEW</u> opportunities" (determined by Flexera's Salesforce opportunity creation date); existing pipeline as of today is <u>NOT</u> eligible
- Products:
  - AdminStudio, Package Feed Module (PFM)
  - Software Vulnerability Manager (SVM), Software Vulnerability Research (SVR), Threat Intelligence (TI), Vendor Patch Module (VPM) (<u>excludes</u> InstallShield and InstallAnywhere)
- Territory: United States and Canada
- <u>Stage 0</u>* deals only and must be "<u>Closed-Won</u>"
- Available for 1-year and 3-year subscriptions
- Each opportunity needs to be <u>at least $10K</u> (ACV**)
- All POs will need to include the Marketing Campaign Code as follows: **BUYER-SLO-PTR-ClimbSpiff-Global-Q2-2024**
- Opportunities will need to be registered via our <u>Deal Reg page</u>. The DR needs to include the above Campaign Code

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*Stage 0 = 'Closed-won' opportunity which is originally and exclusively sourced and closed by Channel Partner
**ACV = Annual Contract Value

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