opentext™ CLIMB

FALL INTO MORE REWARDS
with OpenText + Climb

Grow the opportunity. Expand the portfolio. Stack the rewards.

FALL IS THE PERFECT TIME TO TURN PIPELINE INTO REAL REWARDS.

The OpenText team at Climb is excited to launch a new fall partner incentive program designed to keep your momentum going and your points adding up.

Every path starts with a deal registration and every action earns points. **Best part?** Points stack across all activities. Rack them up and redeem your total for one or more **Amazon gift cards** when the program wraps up on December 18, 2026.

Same great program.
A bigger season ahead.

WAYS TO EARN

DEAL ME IN 200 POINTS

Register a new license or SaaS opportunity. We'll even help submit the deal registration for you once it qualifies.

BRING US ALONG 250 POINTS

Bring OpenText into a customer call, discovery session or demo tied to a registered opportunity.

CLOSE IT & CLAIM IT 300 POINTS

Take your registered opportunity to Closed Won and earn the bonus points.

FALL BONUS OPPORTUNITIES

CORE ADVANTAGE +200 POINTS

Register an opportunity in Cybersecurity, Content, ITOM or Experience and earn an additional 200 points.

BRANCH OUT BONUS +150 POINTS

Introduce an existing customer to an OpenText portfolio they haven't purchased before and earn an extra 150 points.

CORE CONVERSION BONUS +250 POINTS

Close a new CyberSecurity, Content, ITOM or Experience opportunity and earn an additional 250 points on top of your Close It & Claim It points.

PROGRAM DATES:

August 1, 2026 – December 18, 2026

Valid for both Canada and United States | Get started—any registered August 1, 2026 qualify!

PROGRAM GUIDELINES:

- Points convert to Amazon gift cards (roughly equal to dollars, including tax).
- Prize images are suggestions – you choose your reward.
- Points accumulate until December 18, 2026, or until funds are exhausted.
- Maximum of 600 points per individual.
- A W-9 may be required (US).
- All deal registrations and customer activities must be reported as they happen.
- Submissions after December 18, 2026 cannot be rewarded.

CONTACT CLIMB

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