

# 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



Lance Berg  
Director – Opentext  
LanceB@ClimbCS.com  
732-757-1349



Nils Anderson  
Field Sales Vendor Manager - Opentext  
NilsA@ClimbCS.com  
561-756-1570