

## Ivanti Partner Program

### Sell More Get More: Volume Incentive Rebate (VIR)

#### Pulse Secure Partners

#### Rebate Overview

Ivanti is pleased to announce a Volume License Sales Incentive Rebate (VIR) to reward partners who exceed Q4 sales performance targets, as designated in the partner's applicable Partner Program Guide.

#### Rebate Timeframe

To give partners a jump-start on earning the VIR Q4 rebate we are including license Sales Bookings from September in addition to October, November, and December in the calendar year 2021. That's four months of bookings to achieve a three-month target!

#### Partner Eligibility

The VIR is open to all reseller partners who have a current program agreement within the Pulse Secure Access Now Partner Program.

For the avoidance of doubt, the following types of partners are not eligible for this VIR: Carrier/Telco Partners, Referral Partners, Distributors, MSPs (partner hosted model), and any other channel partner that is not a reseller partner.

#### Volume Incentive Rebate Structure

The VIR will be applied in increasing percentages, based on License Sales Bookings achieved above and beyond your Q4 license Sales Bookings target which is based on a partner's Program Tier and the Market and Region in which the partner sells.

VIR %	Achievement
2% Rebate	101% - 105%
4% Rebate	106% - 115%
10% Rebate	116% and above

## Sales Bookings Targets

Recognizing that Pulse Secure Partners don't have specific Sales Bookings targets defined in the Pulse Access Now Partner Program, we are creating them here for Q4 of calendar year 2021 to give Pulse Secure Partners an extra incentive to earn additional rebates. The targets created here align with the recently announced Ivanti Channel Sales Program and are outlined below:

Q4 Sales Bookings Targets			
Market Size	Authorized	Select	Elite
Mature	US\$25,000	US\$75,000	US\$250,000
Developed	US\$12,500	US\$37,500	US\$125,000
Emerging	US\$6,250	US\$18,750	US\$62,500

Each partner's license Sales Bookings targets are designated in the partner's applicable program guide and is based on partner's Program Tier and the Market and Region in which the partner sells. Q4 Sales Bookings targets are based on 25% of your annual target as published in the applicable program guide. Partners participating in more than one partner program (Ivanti, Cherwell, Pulse Secure, NSP, etc.) will combine each Q4 Target from the multiple programs to establish one global License Sales Bookings Target.

## Bookings Targets Example

An Elite Partner participating in the Pulse Access Now Partner Program within a Mature Market such as the United States has an annual target of US\$1,000,000. Their Q4 Target is 25% of the annual target or US\$250,000.

That same partner is participating in the Cherwell Partner Program as an Associate Partner in Region Two has an annual license Sales Bookings Target of US\$125,000. Their Q4 Target is 25% of the annual target or US\$31,250.

The partner's Q4 Global VIR license Sales Bookings Target will be US\$281,250.

## Rebate Example

A partner's global annual target is US\$1,250,000. One quarter of that target is US\$281,250 which becomes the partner's Q4 VIR incentive license Sales Bookings Target. That partner closes US\$309,375 in license Sales Bookings, which is a 110% of their goal. The Partner is eligible for a 4% rebate on total Sales Bookings of US\$309,375, or US\$12,375.

## Rebate Payment

Rebates will be paid thirty (30) days after the end of calendar year 2021.

## Partner Responsibility

For information on your current market and performance metrics (Sales Bookings targets), please reference your respective Partner Program Guide, contact your channel manager, or send an email to [IPN@ivanti.com](mailto:IPN@ivanti.com).

## Program Terms and Conditions

- Refer questions of interpretation of incentive terms and conditions, to your Channel Sales Manager. Any circumstances requiring a determination will be made solely by the SVP of Global Channels and Alliances.
- This VIR is void where prohibited by law or company policy. Ivanti will not be held liable if the VIR is in violation of specific company policies or local country laws.
- As used in this document, “Sales Bookings” means amounts actually booked by Ivanti from partner for license sales to end customers less (a) taxes and duties (such as sales, use, excise or other similar taxes and duties) and (b) amounts actually refunded for returned products. For sake of clarity, with respect to multi-year license sales, only the amount paid for the first year will be considered License Sales Bookings.
- For sake of clarity, partners participating in more than one partner program must overachieve its global License Sales Bookings Target (not just one Q4 Target under one program, but all Q4 Targets under all programs) at the percentages set forth in the table above in order to qualify for any rebate under the VIR.
- For the avoidance of doubt, the following types of partners are not eligible for this VIR: Carrier/Telco Partners, Referral Partners, Distributors, MSPs (partner hosted model), and any other channel partner that is not a reseller partner.