



Ivanti Global Channel Sales and Reseller Deal Registration Incentive Register More, Sell More, Get More

Incentive Overview

Ivanti is pleased to announce a Deal Registration Incentive to reward Channel Partners for building pipeline and closing deals before December 31, 2021 (the “**Incentive**”). Channel Partners will earn an additional 10% on License Sales Bookings with respect to Partner Sourced Leads that are registered, approved, and closed between September 1st and December 31st, subject to the terms and conditions described below (“**Incentive Eligible Deals**”).

Incentive Structure and Eligibility:

- The Ivanti Deal Registration Incentive is offered to Channel Partners participating in the Ivanti Channel Sales Program, Cherwell Partner Program, or Pulse Secure Access Now Partner Program, as more specifically described below:
 - With respect to Ivanti and MobileIron Channel Partners, eligible Channel Partners include only Resellers, Co-Sell Channel Partners and NSP Channel Partners participating in the 2021 Ivanti Channel Sales or NSP Program and excludes Carrier and Telco Partners.
 - With respect to Pulse and Cherwell Channel Partners, eligible Channel Partners are those Channel Partners that have a then current Cherwell or Pulse Secure Channel Partner Program Agreement in place.
 - The Incentive excludes Referral Partners and MSPs.
- Only License Sales Bookings registered, approved and closed during the Incentive Period, with respect to Partner Sourced Leads registered and approved during the Incentive Period, will qualify for the Incentive.
- If the Partner Sourced Lead is approved by Ivanti and the sale to the Partner Sourced Lead closes on or before the last day of the Incentive Period, the Channel Partner will earn an additional 10% incentive on the License Portion of the deal. The License Portion of the deal is the amount of the deal attributable to Channel Partners purchase of licenses for software or a SaaS offering and excludes amounts paid for support and maintenance, services, training, and hardware.
- The 10% is applied equally to all Channel Partner Tiers.

- The 10% incentive will be applied during the quoting process for all Resellers (Discount Channel Partners) and paid as a commission for Ivanti Co-Sell Channel Partners (Commission Channel Partners).

Incentive Period

The incentive described above will be applied on all Incentive Eligible Deals registered, approved and closed between September 1st, 2021, and December 31st, 2021 (the “**Incentive Period**”).

Solution and Deal Applicability

- The 10% incentive applies to the License Portion of Incentive Eligible Deals registered, approved, and closed during the Incentive Period, subject to satisfaction of all the terms and conditions outlined in this document. Hardware, support and maintenance, services, and training are excluded.
- All Ivanti, MobileIron, Pulse Secure and Cherwell products are included: Security, ISM, UEM, SSG
- Minimum License deal size: USD \$20,000
- The Incentive applies only to License Sales Bookings with respect to the following types of customers:
 - New Logo Customer defined as a company that has never purchased Ivanti Products including those from Cherwell and Pulse Secure
 - Net New Customer defined as a Ivanti customer making their first purchase of a new Ivanti Product family or an Ivanti Customer who has been off maintenance for two or more years
 - Volume (upsell/expansion) defined as incremental licenses added to an existing Ivanti customer
- Participating Regions:
 - Americas
 - EMEA
 - APAC

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 Incentive is subject to the terms and conditions of Channel Partner's current Channel Partner Agreement. In the event of a conflict between the terms the in the Channel Partner Agreement and a provision in this document, the terms of the Channel Partner Agreement will govern.
- This Incentive is void where prohibited by law or company policy. Ivanti will not be held liable if the Incentive issued is in violation of specific company policies or local country laws.
- As used in this document:
 - "Partner Sourced Leads" means those leads that were identified and developed through Channel Partner's marketing efforts and that are further registered and approved through the Lead Registration process, via the applicable Lead Registration Portal, during the Incentive Period.
 - "License Sales Bookings" means amounts actually booked by Ivanti from a Channel 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.