

# Fast Start SPIFF

## Earn More for Registering & Closing New Logo Opportunities

Get Rewarded for New Logo Pipeline & Deals

We are thrilled to provide our partners with an opportunity to earn more for selling Tanium! From **November 1, 2022** through **January 31, 2024**, both Partner Sales AND Pre-Sales Engineers will receive an incentive for all new logo opportunities with **greater than 1,000 endpoints** that are **registered** through the Partner Portal and **closed won**.

New Logo

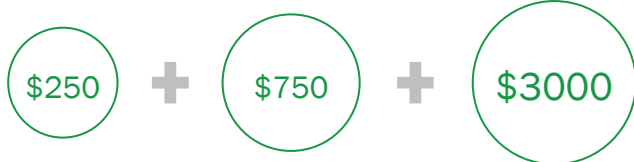
A "New Logo" opportunity is defined as an opportunity with a customer where Tanium has never made a sale previously. Renewals and upsells will not qualify for this incentive.

### Choose Your Incentive!



#### Partner Account Manager

##### GIFT CARD



Reward for each New Logo Opportunity Registration

Reward for each Closed Won New Logo

Bonus Incentive for Three (3) Closed Won New Logos

All dollar values are in USD

OR

##### PREMIUM MERCHANDISE



\*The merchandise incentive is for Partner employees who cannot accept gift cards. The items below are examples and may not exactly reflect the selections available.



#### Partner Pre-Sales Engineer

##### GIFT CARD



Reward for each New Logo Opportunity Registration

Reward for each Closed Won New Logo

All dollar values are in USD

OR

##### PREMIUM MERCHANDISE



\*The merchandise incentive is for Partner employees who cannot accept gift cards. The items below are examples and may not exactly reflect the selections available.

# Tanium Merchandise

With apparel, tech, lifestyle, or home goods - there's something for everyone. Even a drone and a scooter!

The merchandise incentive is meant to be for those partners who cannot accept a gift card incentive. The items below are examples and may not exactly reflect the selections available. **Ensure you are following your organization's policies for vendor incentives.**

## Rewards for Approved Opportunity Registrations



Ray-Ban Sunglasses



Herschel Duffle Bag



Apple AirPods Pro



Bison Cooler



Patagonia Vest



Ridge Wallet



Tumi Backpack



Apple TV

## Rewards for Closed Won Opportunities



Cashmere Throw Blanket



BEATS Solo Pro



Smart Scooter



JBL Bluetooth Speaker



Sonos Speaker



Apple Watch Series 5



iPad Air



Mavic Mini Drone

# Reward Redemption Options

You have two options for your incentive (specified in the table below). After you have registered an approved opportunity or after your deal has closed, you will receive an email with a survey to select your preferred reward. The merchandise incentive is for Partner Sales Reps and Partner Pre-Sales Engineers who cannot accept gift cards. **Ensure you are following your organization's policies for vendor incentives.**



Reward Option	Description	Incentive Value	How to Redeem	Cadence for Reward
Gift Card to Individual	Gift card sent directly to Partner Account Manager or Partner Pre-Sales Engineer for each eligible approved opportunity registration and closed won opportunity. The recipient can select from a variety of gift card options available depending on the country.	<p><b>Partner Account Manager &amp; Partner Pre-Sales Engineer Opportunity Registration:</b> \$250 USD</p> <p><b>Closed Deal:</b> \$750 USD</p> <p><b>Partner Account Manager 3 Closed Deal Bonus:</b> \$3,000 USD</p>	Flexi eGift cards (3rd party payment platform) via activation email & select preferred gift card.	Partner recipient will receive a congratulatory email from Tanium within two weeks of opportunity registration approval and within two weeks of when the new logo opportunity has closed including a survey to select your preferred reward type. Once you select gift card on the survey, an email invitation to access XTRM will arrive within two weeks.
Tanium Merchandise for Individual	Partner recipient will receive an email with a certificate directing them to their incentive available in the Tanium Swag store for each eligible approved opportunity registration and closed won opportunity.	<p><b>Partner Account Manager &amp; Partner Pre-Sales Engineer Opportunity Registration:</b> Tanium Swag (\$100-\$250 value)</p> <p><b>Closed Deal:</b> Premium Swag (\$400-\$700 value)</p> <p><b>Partner Account Manager 3 Closed Deal Bonus:</b> Ultra-Premium Swag (\$2,000-\$2,800 value)</p>	Access the Tanium swag store via email to select from available merchandise. It will be shipped to the location the user selects.	Partner recipient will receive a congratulatory email from Tanium within two weeks of opportunity registration approval and within two weeks of when the new logo opportunity has closed including a survey to select your preferred reward type. Once you select merchandise on the survey, an email invitation to redeem your certificate with Halo will arrive within two weeks.

# Incentive Terms & Conditions

## Partner Business Motion eligibility

This incentive is only available to Resell partners and is NOT available to Distributors or MSPs. The participating partner must be enrolled in the Tanium Partner Advantage program with Resell appointment.

## Timeframe

- Partner new customer logo opportunity must be registered and closed won between November 1, 2022 and January 31, 2024 (by midnight PT).
- The opportunity registration must have been submitted and approved by Tanium. For opportunities registered prior to November 2, 2022, they will still be eligible for the closed won portion (\$750 USD payments to the Partner Account Manager & Partner Pre-Sales Engineer) of this incentive program so long as the opportunity closes between November 1, 2022 and January 31, 2024.
- To receive the bonus incentive, all 3 opportunities must be closed/won between November 1, 2021 and January 31, 2024. New logo deals closed outside of this date range will not apply towards this incentive.
- Each eligible partner participant will receive a congratulatory email notification within two (2) weeks of the opportunity registration approval and deal closure. These emails will include a survey where the recipient can select the gift card or merchandise incentive. Once that selection has been made, the partner recipient will receive another email with access to the selected Tanium gift card or merchandise platform within two (2) weeks.

## Submission

- A proper Opportunity Registration submission via the Partner Portal and approval of the registration by Tanium are required in order to receive the incentive.
  - If an individual from your organization needs access to the Partner Portal, contact [partnerportal@tanium.com](mailto:partnerportal@tanium.com).
  - If partners have questions about Tanium's opportunity registration process, please refer to the [Opportunity Registration Training Video](#) and [Opportunity Registration Policies & Guide](#).
- The individual registering the opportunity must list the appropriate Partner Pre-Sales Engineer on the opportunity registration including their name and email in order to receive the incentive.
- Partners submitting an opportunity from a company alias must include the name, email, and phone number of the appropriate sales representative in the 'Partner Sales Account Manager Contact Information' field of the opportunity registration form to ensure the individual representative to receive the incentive.

## Approval

- All Opportunity Registrations must be approved by Tanium.
  - This incentive is for new customer opportunities only. **A "New Logo" opportunity is defined as an opportunity with a customer where Tanium has never made a sale previously. Renewals and upsells will not qualify for this incentive.**
  - The participating partner will receive a notification from our Partner Portal once your opportunity registration is approved. We are committed to a 3-day SLA on these approvals.
  - Partners can review all opportunity registrations they have submitted and their status on the [Opportunity Registration Dashboard](#) in the Partner Portal.
  - Only opportunity registrations above 1,000 endpoints will be eligible for this program.

## Merchandise incentive

- The merchandise incentive is for individuals whose organization does not allow them to accept gift cards.
- All merchandise will be shipped from outside of the region, so shipping may take a few weeks. We apologize in advance for the inconvenience.

## Geographic scope

This incentive program is only applicable to partners in ANZ & ASEAN.

## Incentive maximum and disclaimer

There is no cap on the amount of rewards each individual recipient can receive. However, Tanium retains full discretion to interpret and apply the terms of the program, including any individual's eligibility for prizes and incentives. Tanium has adopted this program voluntarily and reserves the right to change or discontinue this program at any time.

## Expiration

Any incentive not been redeemed by February 28, 2024 will be voided.