



## CHANNEL XCELERATE PARTNER PROMOTION

### Bypass Risk, Fast-Track Opportunities

Customers continue to invest in strengthening their security defenses with next-generation firewalls, intrusion prevention systems (IPSS), data loss prevention (DLP), and other inline solutions. But with these advances comes complexity, as well as new risks and vulnerabilities.

Deploying Ixia's Intelligent Bypass (iBypass) Switches with new security solutions offers a win-win for you and your customers. Take advantage of our *Bypass Risk, Fast-track Opportunities Promotion* (the "Promotion") to earn extra dollars while helping businesses mitigate risk, lower cost, and streamline security deployments.

#### HOW IT WORKS

This 3-pronged sales performance incentive fund (SPIF) runs through September 30, 2017, allowing qualifying Channel Xcelerate partners in the U.S. and Canada to earn money during every stage of the sales cycle:

- Conduct a meeting with a customer and your Ixia Regional Sales Manager to introduce Ixia's iBypass switches: Your lead account manager earns a \$500 gift card
- Lead an iBypass proof of concept (PoC) demonstration: Your lead Sales Engineer earns a \$750 gift card
- Close a registered opportunity worth \$50K or more in iBypass sales: Your lead Account Manager and Sales Engineer each earn a \$500 gift cards (if no SE takes part, the Account Manager receives a \$1,000 gift card)



## TERMS AND CONDITIONS

- The participating solution provider must be an active member of Ixia's Channel Xcelerate Partner Program in good standing with Ixia.
- Eligible partners must be based in the United States or Canada.
- Qualifying opportunities must be registered on the Ixia Partner Portal.
- Qualifying opportunities must be closed by September 30, 2017.
- Qualifying PoCs must be led by a qualifying Channel Xcelerate partner.
- The Promotion applies to new opportunities registered after May 1, 2017.
- Eligible closed opportunities must include a minimum of fifty thousand dollars (\$50,000.00) in Ixia iBypass sales, not including maintenance renewals.
- The Promotion may not be combined with any other Ixia promotions.
- All determinations of eligibility for the Promotion shall be made by Ixia in its sole and absolute discretion. All such determinations by Ixia shall be absolute and final.
- Ixia may cancel or modify the terms of the Promotion at any time in its sole discretion.
- The Promotion excludes all sales opportunities to any government agencies, including federal state and local.
- Use and sale of Ixia network packet brokers and/or any other Ixia products shall at all times be subject to the terms and conditions of participation in Ixia's Channel Xcelerate Partner Program and any applicable Ixia terms and conditions, including, but not limited to, the Terms and Conditions for the purchase and sale of products and services, any applicable End User License Agreement, and the Ixia Limited Warranty and Technical Support Agreement.
- Gift cards will be awarded upon validation by the Ixia RSM, SE, or Channel Account Manager (CAM) that the registered deal has closed and meets these terms.
- Gift card recipients will be required to provide to Ixia certain tax information, including but not limited to, social security numbers, for reporting purposes. Gift cards may be considered taxable income. Recipients are solely responsible for applicable taxes, reporting requirements and fees associated with gift card receipt and/or use.
- By entering this Promotion and/or accepting gift cards, recipients and participants will be deemed to have accepted, and will be bound by, these terms and conditions.



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