



Net-new Logo Incentive Program

Earn US\$500 for qualifying Gigamon net-new logo deal that you close!

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2017 is about land and expand with net-new logos—but we can't do it without your help. Gigamon is offering special discounts and a US\$500 incentive for each qualifying net-new logo deal you bring to Gigamon.

Did you know repeat business with Gigamon often results in a customer lifetime value of six times the initial deal? Start seeding your repeat business now!

Benefits of Participating in the Net-new Logo Incentive Program

1. Sell to existing or prospect customer new to Gigamon and increase your Gigamon revenue
2. Receive up to 45% discount for your net-new logo opportunity
3. And qualify for a US\$500 incentive

Participation

- All Gigamon Silver, Gold, and Platinum VARs
- VAR must be in good standing
- Sell Gigamon products—hardware and software products ONLY

How the Net-new Logo Incentive Program Works

1. Confirm that the account is net new to Gigamon; check with your Gigamon RSD or Channel Manager.
2. Broker a meeting between Gigamon and your customer.
3. Register the opportunity in the Gigamon Partner Portal.
4. Submit claim in Gigamon SPIFF Portal (via the Gigamon Partner Portal) after the deal closes.
5. Receive US\$500!

These logos do not have to be new to you—in fact it's easier if they aren't. They just need to be new to Gigamon! The quickest way to find net-new logos for Gigamon is to look in your existing customer base!

- Any customer you've sold a security tool
- Any customer you've already sold security products from Gigamon's Ecosystem Partners
- Any customer who does not have enough ports to support all their tools
- Any customer upgrading networks

Terms & Conditions

1. This program is only for qualifying Silver, Gold, and Platinum Value Added Resellers who have a valid current Authorized Reseller Agreement with Gigamon and are in good standing.
2. Deal must be "Partner Initiated."
3. This program is valid from January 1, 2017 – December 30, 2017.
4. Net-new logo is for an organization that has not purchased any Gigamon products in the past (work with your Gigamon RSD or Channel Manager to see which end-customers qualify). Federal customers are excluded from this promotion.
 - Opportunities that were booked prior to January 1, 2017 do not qualify.
5. Partner and partner employees must agree to applicable Gigamon terms and conditions, including, but not limited to:
 - To comply with all program requirements
 - To comply with all applicable laws
 - To consent to program awards for their employees (for partners)
 - To take reasonable steps as requested by Gigamon and/or its vendor(s) to facilitate the program, provide documentation in connection with the program and grant access to customer information to administer the program.
6. Gigamon reserves the right to modify or cancel this incentive program at any time without notice.
7. Gigamon's Net-new Logo Program is intended to reward and incentivize commercial sales activity. Benefits/rewards under the program are not available in connection with sales to government-owned or controlled entities.
8. Due to geographic and resource limitations, the Gigamon Rewards Program is not available to third-party partners located or making sales in the following countries: Afghanistan, Albania, Algeria, Angola, Argentina, Armenia, Azerbaijan, Bahrain, Bangladesh, Belarus, Benin, Bolivia, Bosnia And Herzegovina, Brazil, Bulgaria, Burkina Faso, Burundi, Cambodia, Cameroon, Cape Verde, Central African Republic, Chad, China (P.r.c.), Colombia, Comoros, Congo Republic, Costa Rica, Cote D'ivoire, Croatia, Cuba, Czech Republic, Democratic Republican Of The Congo, Djibouti, Dominican Republic, Ecuador, Egypt, El Salvador, Eritrea, Ethiopia, Gabon, Gambia, Georgia, Ghana, Greece, Guatemala, Guinea, Guinea-Bissau, Guyana, Haiti, Honduras, Hungary, India, Indonesia, Iran, Iraq, Italy, Jamaica, Jordan, Kazakhstan, Kenya, Kosovo, Kuwait, Kyrgyzstan, Laos, Latvia, Lebanon, Lesotho, Liberia, Libya, Madagascar, Malawi, Malaysia, Mali, Malta, Mauritania, Mauritius, Mexico, Moldova, Mongolia, Montenegro, Morocco, Mozambique, Myanmar, Namibia, Nepal, Nicaragua, Niger, Nigeria, North Korea, Oman, Pakistan, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Romania, Russia, Rwanda, Sao Tome And Principe, Saudi Arabia, Senegal, Serbia, Seychelles, Sierra Leone, Slovakia, Somalia, South Africa, South Korea, South Sudan, Sri Lanka, Suriname, Syria, Tajikistan, Tanzania, Thailand, The Fyr Of Macedonia, Timor-Leste, Togo, Trinidad And Tobago, Tunisia, Turkey, Turkmenistan, Uganda, Ukraine, Uzbekistan, Venezuela, Vietnam, Yemen, Zambia, and Zimbabwe.