



Promotion Brief

Up to 45% Discount on Net-new Logo*

Audience: Silver, Gold and Platinum VARs

Up to 45% Discount on New-net Logo

Overview

Looking for new ways to increase your Gigamon revenue and capture a new customer? Register a **net-new logo** and become eligible to receive up to 45% discount with no minimum deal size required*.

Promotion Detail

- VAR may receive up to 45% discount on the initial product order from a net-new logo*.
- Net-new logo is for an organization that has not purchased any Gigamon product in the past.
- No minimum deal size.
- Deal must be "Partner Initiated".
- Participating Gigamon products – hardware and software products ONLY.

Process to Receive Additional Discount:

- Register a net-new logo (hardware and software products only).
- Work with your Gigamon RSD or Channel Manager to see which end customers qualify.
- When submitting a deal registration, under "Deal Initiated" add "Partner Initiated".
- Gigamon may accept and approve the deal registration as long as there is no other opportunity registered for the new end user. (Discount applied to first closed order only.)
- Discounts above 45% promo discount will require non-standard pricing approval.

* For the avoidance of doubt, Gigamon cannot dictate or control reseller final pricing to customer or distributor pricing to reseller, and (i) all terms imposed and prices charged by the reseller will be negotiated solely between the reseller and the customer and (ii) all terms imposed and prices charged by a distributor will be negotiated solely between the reseller and the distributor.



Terms and Conditions

- This promotion is valid from January 1, 2017 – December 30, 2017.
 - Opportunities that were booked prior to January 1, 2017 do not qualify.
- All requests are subject to review and confirmation by Gigamon prior to approval for ordering. As a prerequisite, Gigamon must have received and accepted an eligible Purchase Order from the distributor for such applicable net-new sales opportunity no later than December 30, 2017.
- Promotion discount is **ONLY** for first closed order per new end user.
- Orders must have Gigamon product SKUs for all products being ordered.
- Work with your Gigamon RSD or Channel Account Manager to ensure your opportunity contains the following attributes:
 - **Deal Initiator** field must be “Partner Initiated”
 - **Type** field must be “New Acct. Business”
 - **Promotion** field must be “NNEU”
- This offer 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.
- 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.
- Discount valid on hardware and software products **ONLY**. All Gigamon products are subject to Gigamon’s End User License Agreement and Limited Hardware and Software Warranty.
- This promotion does **NOT** apply to service/support.
- Gigamon reserves the right to modify or cancel this promotion at any time without notice. All decisions by Gigamon are final.
- This promotion cannot be combined with other promotions except Gigamon Rewards.