

# COMPETITIVE DISPLACEMENT INCENTIVE

Bitdefender®

PROMOTIONAL PERIOD: JAN 1, 2022 – JUN 30, 2022

ELIGIBLE PRODUCTS: GravityZone Products

## Customer Incentive

Customer Buys	Customer Gets	Details	PAN Coupon Code
12 months	18 months	Customer buys 1 year, gets 6 months free!	COMREPQ42021
2 years	3 years	Customer buys 2 years, gets 1 year free	COMREPBQ42021

This Customer Incentive is valid only for orders originated as a Deal Registration (\$2,500 MSRP or higher)  
See Full Terms & Conditions for details.

## Partner Rep Incentive

License Length Order	Partner Incentive
1 year Closed & Invoiced Order	5% of Reseller Purchase Price
2 Years Closed & Invoiced Order	7% of Reseller Purchase Price

This offer is valid up to 1000 endpoints. Above 1000 endpoints, contact your Bitdefender representative  
Each opportunity must be approved Deal Registration (see Terms & Conditions).

**Eligible Bitdefender Products Include :** GravityZone Products (GravityZone Business Security, GravityZone Advanced Business Security, GravityZone Elite Security, GravityZone Ultra Security, GravityZone Security for Endpoints) and Add-Ons GravityZone Patch Management, GravityZone Full Disk Encryption, GravityZone Security for Storage

### TERMS & CONDITIONS

- Renewals or add-ons with existing customers are not eligible.
- Must be net new customer opportunity generated by partner with proof of a valid competitor license from:
  1. A scanned copy of a valid competitor License Agreement OR
  2. A screenshot from the management console showing license validity.
- Each opportunity must be an approved Deal Registration created and approved within the promotional timeframe.
- Special pricing negates SPIFF eligibility.
- Must be a Bitdefender Gold or Silver partner.
- Full Terms and Conditions can be found [here](#)

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BUILT FOR RESILIENCE

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