

Tintri Channels SPIFF Program - 2022



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CLIMB

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SPIFF Program Terms & Conditions

- Closed deal must have a tied deal registration to the opportunity and approved by local Tintri Account Team.
- Partner AE has the ability to split a SPIFF with his SE if his SE is involved in the closing of a deal. This will be decided by partner AE (not by Tintri)
- All SPIFF's are one time payouts and will be paid out only once Tintri has invoiced & been paid in full for all of the products & services.
- Tintri has to approve that this is a net new account logo by definition to Tintri. Tintri considers Net New Accounts as either never purchased Tintri products/services before and/or have not had any transactions from Tintri in the last 3 years.
- Only VMstore platform applies for net new accounts.

Channel Objective Focus for SPIFF Program (Changes)

- Compensation drives behavior – only pay for results. No more paying for meetings, deal registrations, etc...only for deals won!
- Incentivize our Channel to sell larger net new logos and compensate appropriately for those results. No more “flat SPIFF’s”. For example, a \$70K net new should not be paid the same SPIFF as \$500K net new win.
- Net new customers Only
 - SPIFF’s only apply for closed/won/invoice paid registered deals
- No IntelliFlash incentives
- Minimum of \$75K to apply (this is based on Tintri’s transfer price to distribution)

Channel SPIFF's

Revenue Amount	AE SPIFF
\$75K-\$250K	\$5,000
\$250K-\$500K	\$7,500
\$500K-\$750K	\$10,000
\$750K+	\$15,000