Green Light — GO!

Grow with Cato Networks – Opportunity Creation SPIF

Accelerate Deal Registrations to Qualified Opportunities - and Get Rewarded!

At Cato Networks, we recognize the role that **Partner Sellers AND Sales Engineers** play in moving deals forward. **That's why our new incentive rewards BOTH for every approved, BANT-qualified, and registered opportunity above $25k.**

SPIF Highlights:

- Both partner seller and SE get paid
- Earn up to $400 for each qualified (Stage 1) opportunity
- No limit to the number of opportunities
- Monthly payout cycles for a quick reward
- Choose from a variety of SPIF payment options

The bigger the deal, the more you earn!

What's in it for you:

Deal Value $ *ACV*[1]	Reward $	Partner Seller	SE
$25K-$50K	$200	$100	$100
$50K-100K	$500	$250	$250
$100K and above	$800	$400	$400

Guidelines:

Eligible partners	• Authorized Cato partners worldwide including Resellers, Integrators, MSPs, Service Providers, Agents, and Referrals • Distributors, government-owned (full or partial) partners, and TSDs are not eligible
Eligible deals	• New customers[2] • Non-governmental customers only • Registered in Cato's partner portal between April 24th, 2025 and December 31st, 2025 (the "Eligibility Period") • Deal registration is approved by Cato and has reached Stage 1 (i.e., has documented BANT[3]) within the Eligibility Period • The date of a deal reaching "Stage 1" opportunity is considered the Eligibility Date
Deal size	• At least $25K net ACV to Cato as reflected in Cato's CRM as of the last day of a month during the Eligibility Period.
Reward payments	• Reward amount will be determined in accordance with the table herein, based on the value of the opportunity in Cato's CRM as of the last day of the month in which the opportunity was created • No retroactive payments or adjustments will be made • Beneficiary may choose from payment options offered by Cato's third-party payment vendor • Reward payments will be issued approximately 60 days from the Eligibility Date
Additional Terms	• Cato Networks may amend SPIF qualifications, mechanics, and dates, or terminate the program at any time without prior notice • If your organization does not wish to participate in this SPIF program, Partners may opt out by notifying Cato at https://go.catonetworks.com/2025-Tofu-SPIF_opt-out • Reward payment beneficiaries will be required to accept Cato's further conditions of payment (https://go.catonetworks.com/2025-Tofu-SPIF), register with Cato's third-party payment vendor, and accept its terms of use

[1] = Annual Contract Value

[2] = New Customers means – the initial Order from a customer that has not previously purchased any product or service from Cato, either directly or through a third party. Upsells and renewals will not qualify

[3] = BANT qualification, which is in Cato's sole discretion, means:

- **Budget:** Cato is looking for a funding source (MPLS budget, HW refresh budget) that can be reallocated, or a strong commitment to solve the "Need" (below).
- **Authority:** Authority over IT, networking, or security must be either present or accessible in a follow-up intro call
- **Need:** Customer must have a problem they need to address. The most immediate issues are performance (global), or capacity/resiliency at an affordable price (MPLS replacement/augmentation). Other requirements are new offices, stronger security, cloud migration, and mobile.
- **Time:** The timeline should be aligned with a compelling event coming up in the **next 12 months.** MPLS renewal, new office launch, security/network hardware refresh, application launch (UCaaS, ERP, global expansion). Let's find the earliest possible catalyst.