CATO NETWORKS

Move it Forward. Get Paid Along the Way.
Cato's 2026 Milestone SPIFF

Get Fast Payouts with a New Cato Customer

Get ready to earn big with Cato's **2026 Milestone SPIFF,** where your technical expertise and sales momentum pay off!

Bring in **new, qualified Cato prospects now through December 24th, 2026, register the deals, and earn $$$ as you progress toward your win!**

SPIFF Highlights:

- Find new prospects and earn all year
- Earn $ three ways for driving new sales
- Monthly payout cycle for a fast reward
- Earn $ along the way as deals progress to closed/won – more than $1,000 for each opportunity!

Find, Sell and Earn Money Progressing Deals To Closed/Won

Opportunity Stage Milestone	Deal Value $ ACV[1]	SPIFF Recipient	Reward $ per Beneficiary
Stage 2	$50K and above	Seller	$150
Stage 4	$50K and above	Seller + SE *	$300 each
Closed Won	$50K and above	Seller + SE *	$700 each

* Partner SE MUST be a key contributor to the successful completion of the Technical Validation to qualify

Terms and Conditions

Eligible Partners	• Authorized Cato Partners worldwide including Resellers, Integrators, MSPs, Service Providers, Aggregators, Agents, and Referrals • Distributors, TSDs[2], government-owned partners (full or partial) are not eligible

Eligible Deals	• New Customers[3] – includes SASE and AI Security
	• Upsells, Cross-sells and renewals do not qualify
	• Non-governmental customers
	• Deal must be registered via Cato's Partner Portal and approved by Cato between January 1st, 2026, and December 24th, 2026 (the "Eligibility Period")
	• Qualifying opportunities must reach the qualifying milestone/stage within the Eligibility Period as reflected in Cato's CRM
	  • Stage 2[4]
	  • Stage 4[5]
	  • Closed Won[6]

Deal Size	• At least $50K net ACV[6] to Cato as reflected in each of the milestones outlined in accordance with the table herein • Closed Won deals must reflect at least $50K net ACV[3] to Cato as reflected in the PO submitted to Cato
Reward Payment	• Reward amount will be determined in accordance with the table herein • 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 SPIFF qualifications, mechanics and dates, or terminate the program at any time without prior notice • If your organization does not wish to participate in this SPIFF program, Partners may opt out by visiting our SPIFF Opt-OUT page • Reward payment beneficiaries will be required to accept Cato's further conditions of payment by visiting the Beneficiary T&Cs page, register with Cato's third-party payment vendor, and accept its terms of use • Combinable with FTNT Takeout and other current promotions unless otherwise specified in the promotion T&Cs

ACV[1] = Annual Contract Value

TSD[2] = Technology Service Distributor

New Customers[3] = Initial Order from a Customer that has not previously purchased any product or service from Cato, either directly or through a third party

Stage 2[4] = Define scope & success criteria, differentiate from competitive alternatives. Build key stakeholders. Technical validation discussion is taking place, to decide on validation path: PoV, Partner Run PoV, Test Drive, Demo, no Technical Validation. Technical validation date has been defined

Stage 4[5] = Technical Validation has completed. Discussions are now focused on the commercial and legal aspects

Closed Won[6] = Order Entry has processed the order (Service has been activated. Invoice has been generated)

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